

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 87

AUGUST 27, 1932

Number 9

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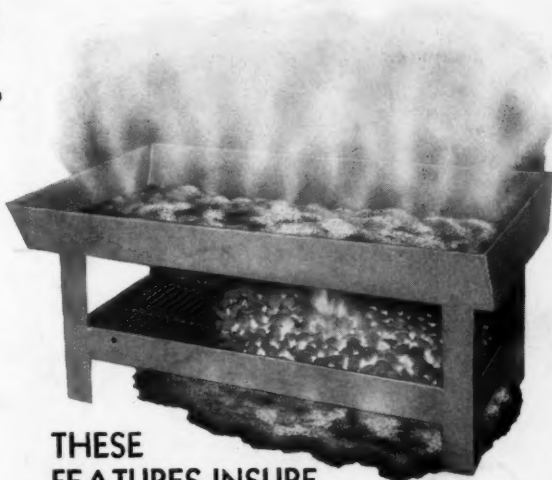
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 87. No. 9

AUGUST 27, 1932

Chicago and New York

## Modern Meat Exhibit at Illinois State Fair Teaches Trade Lessons

Thousands of visitors to the Illinois State Fair held at Springfield, August 20 to 27, were reminded forcefully that meat is an essential food and that it is the logical center of the balanced diet.

A comprehensive educational meat exhibit served as the reminder. There were attractive displays of beef, pork and lamb, each with a convincing story and each with an appeal to both the livestock man and the consumer.

The National Swine Growers Association was the sponsor of the exhibit in cooperation with the Institute of American Meat Packers, the National Live Stock and Meat Board and the U. S. Department of Agriculture. The combined material set up by these institutions provided a feature which was said to be one of the most outstanding of the entire fair.

The visitor to the meat exhibit saw on one side of the room displays of appetite-provoking cuts of pork, beef and lamb in attractive refrigerated cases and a larger cooler. These were the modern retail cuts developed by the National Live Stock and Meat Board and widely recognized by the retail meat trade.

### New Pork Cutting Methods.

First in a large glass front cooler came the new pork cuts. Of the three meats the pork cuts are the most recent which have been introduced by the board.

The cutting methods offer a number of new and revolutionary ideas in utilizing pork.

Among these new ideas are: 5 different ways to use smoked ham shanks;

2 different ways to use smoked ham butts; how to make inside and outside pork shoulder rolls; how to make a cushion style picnic; new suggestions for using the shoulder end and ham end cuts of pork loins; how to obtain a maximum number of center slices from a smoked ham.

Display signs announced "Pork—Savory, Healthful, Easily Digested"; "New Developments in Pork Merchandising."

Arranged in the background on individual shelves were a heavy fresh ham,

a light fresh ham, a fresh shoulder, and a smoked ham, and in the foreground were the retail cuts from these. There were two rolls from the light ham, three from the heavy ham, and top roll and bottom roll from the shoulder, in addition to such cuts as the shoulder end cuts, loin roll, sirloin roll, pork tenderettes, crown roast, and many others.

### Beef and Pork Cuts.

Next to the cooler of pork was a case containing the modern beef cuts. Among these were such cuts as the top

## New Ideas for Merchandising Pork Will Be Told to the Trade

Practical new ideas in merchandising pork, the development of which has just been completed by the National Live Stock and Meat Board, are to be demonstrated to the retail meat dealers of Chicago. A series of eight dealer meetings has been scheduled between September 12 and 22, and these meetings will cover every section of the city and principal suburbs.

Packer salesmen of the Chicago territory will be called upon to assist in bringing this program to the attention of the retailers. A preliminary meeting for packer salesmen will be held on the evening of Wednesday, September 7, in the Red Lacquer Room of the Palmer House. The latest modern pork merchandising methods will be presented at that time and the salesmen will be thoroughly acquainted with the details of this forthcoming campaign.

Meat retailer associations of the city

are in hearty accord with the plans for the city-wide program and, together with the Institute of American Meat Packers, have joined wholeheartedly in giving their cooperation. "Every retailer will find something of real value to his business in this excellent demonstration and every man should attend for his own good," said Charles W. Kaiser, secretary of the Chicago central branch.

These new ideas in pork merchandising have been characterized by men in the industry as the most valuable work the organization has done along this line. Modern cutting methods for beef and lamb, which were brought out prior to the work with pork, have been enthusiastically received; but it is the consensus of those who have seen the pork demonstration that it offers something even more practical to the retailer than the ideas brought out in connection with the other meats.



chuck roll, skirt fillets, neck roll, shoulder arm roll, sirloin tip, clear cut with cod fat added, etc.

In the case next to this were the lamb cuts, made according to the latest trade methods. Here were many of the cuts which now have become quite widely known, such as the Saratoga chops, mock duck, sirloin roast, neck slices, rolled shoulder, and others. The display along this side of the room was completed by a case containing an array of chilled retail cuts.

Passing to the opposite side the visitor came to the U. S. Department of Agriculture portion of the exhibit, featuring perfect replicas of various cooked meat dishes. Pork was the central feature. In a glass front case, over which was the wording "Pork, the Center of the Well Balanced Meal," were attractive dishes of stuffed spareribs, cold roast pork shoulder, ham and pineapple, baked cured ham, bacon and fried mush, stuffed pork chops, and roast loin with sweet potatoes.

#### Packers Show Packaged Products.

The pork display was flanked by similar showings of beef and lamb. In the beef case were a steak dinner, broiled hamburger steak, pot-roast of beef, T-bone steak (broiled), and cold roast beef; in the lamb case broiled lamb chops, lamb stew with vegetables, cold roast shoulder of lamb, crown roast, roast stuffed breast, and roast leg.

Another refrigerated case was filled with an exhibit of packaged pork products, shown by members of the Institute. Back of this case was a large display on which a variety of packaged pork products, including canned hams, vinegar pickled pork products, bacon cartons, pork sausage cartons, and other products were exhibited.

The United States Department of Agriculture included in its exhibit a display showing attractively prepared pork dishes. The display showed a baked ham, ham slices, crown roast of pork, pork loin roast, stuffed spareribs and other pork cuts, with foods which are ordinarily served with these cuts.

Ottenheimer Bros., Baltimore, Md., refrigerated case manufacturers, in cooperation with the National Swine Growers' Association showed an exhibit of quick-frozen pork products.

#### Firm vs. Soft Pork.

The section of the grand stand in which the meat display was shown also served as headquarters of the National Swine Growers' Association. In the swine barn a special exhibit was shown by the Institute of American Meat Packers, illustrating effects feeding soy beans in natural state to hogs being fattened for market. The exhibit, in a refrigerated show case, compared firm pork loins with soft pork loins, firm

bellies with soft bellies, firm fat backs with soft fat backs, and firm lard with lard made from hogs which produced soft pork.

Above the case was a sign from a recent bulletin published by the University of Illinois, in which the point was emphasized that up to date no method has been found of using soy beans in natural state in the ration of hogs being fattened for market without lowering the quality of the pork. The exhibit aroused a large amount of interest among hog producers who were present at the swine show.

An exhibit featuring pork in the low-cost diet also was shown in the swine barn during the first half of the fair. This exhibit, sponsored by the National Swine Growers' Association, showed the large number of pork cuts which could be purchased in Springfield stores for fifteen cents a pound or less.

#### Pork Cutting Tests.

This exhibit was removed on Wednesday of this week, and in its place the carcasses of the reserve champion barrows in each of the three weight ranges were shown, with figures showing how these animals cut out, and the value of the products which they yielded. The cutting tests used in this exhibit were prepared by the Institute's Department of Marketing.

Refrigerated show cases and boxes were supplied by Ottenheimer Bros., McCray Refrigerator Sales Corporation, General Electric Co., James and Company. Refrigeration units were supplied by General Electric Company,

the Kelvinator Corporation and the Copeland Products Corporation.

#### BEEF MEN FIGHT OLEO TAX.

Beef producers are maintaining their opposition to discriminatory legislation against oleomargarine, a product which affords a market for their beef fats. The American National Livestock Association is lining up regional and state associations to fight unfair legislative propositions in state and national legislatures. President Charles E. Collins and secretary F. E. Mollin of the American National association will meet with directors of the Texas & Southwestern association in September to plan activities in favor of the Kleberg bill in Congress.

Beef producers won a victory last week in a decision of the California district court of appeals holding the \$200 county license fee assessed on oleomargarine sales by Marin county, California, was discriminatory and therefore illegal.

#### BUSINESS ACTIVITY INCREASES.

Renewal of confidence and increased activity in many lines of trade, with a decidedly improved sentiment, was evident last week in Chicago. Business was backed up with larger and more general buying than has been seen for some time, according to trade observers of the Chicago Association of Commerce. At wholesale and retail there were several indications of increased employment and prospects for more activity among merchandisers. Volume of business as a whole was reported in excess of the same time last year.

#### BRITISH HOGS INCREASE.

Hogs in England, Wales and Scotland totaled 3,344,000 on June 1, 1932, an increase of 14 per cent over 1931 figures, according to cabled advices from London. Last year, there was an increase of 20 per cent over figures for 1930. This movement toward larger British hog numbers is contrary to the current trend in European producing countries, including Irish Free State. In the latter country hogs on June 1, 1932, totaled 1,122,000 head, a drop of 9 per cent from 1931 figures. Brood sows were reduced 14 per cent.

#### PHILADELPHIA MEAT PACKING.

Meat packing ranks high in the food manufacturing activity of Philadelphia, according to U. S. Department of Commerce reports. Yearly production of meat and meat products in Philadelphia amounts to \$52,000,000. Food manufacturing is one of the city's leading industries, amounting to \$381,389,280 annually, and sufficient to feed 2.96 per cent of the population of the United States.

### Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

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Please send me.....copies of the Short  
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# Good Merchandising Insures the Meat Packer Against Effects of Depression

Here is a meat packer whose tonnage this year will be nearly four times what it was the year before the depression began.

And as he has just opened a new and modern plant addition to care for increased business, it is assumed that this increased tonnage was anything but "profitless volume."

Completion recently of the new

start in 1860, when Frederick David Waldock—a recent arrival from England, where he had learned the butcher trade—set up a slaughterhouse a short distance outside of Sandusky, wholesaling the meats in the city. This business was conducted by him and his son William until his death in 1912.

In 1916, Fred P. Waldock, president of the company, and William L. Waldock, vice president, who had been associated with their father under the firm

In October of that year a company was formed with Fred P. Waldock, president; William L. Waldock, vice president; and G. Howard Waldock, secretary-treasurer, and a firm of architects was employed to convert the building purchased into a plant for the slaughtering of cattle, calves and lambs.

## New Additions Needed.

During the latter part of 1926, at the suggestion of customers, the company added a hog killing department, and additional departments for processing hogs, sausage manufacturing and curing. The first deliveries from the plant were made about March 1, 1927. About a year later a small addition was made, and by 1930 increasing business had necessitated further building expansion.

In the fall of 1930 plans were considered for several further small additions to the plant. But these were abandoned, and instead it was decided to erect a large addition sufficient to adequately take care of present demands for product and to provide for sufficient capacity for expected growth.

A good idea of the plant as it is today can be gained from the accompanying illustration. The new addition, in the foreground, is of brick, concrete and steel construction. It has increased the floor area of the plant two and one-half times. The plant today has a capacity of 500 cattle, 2,000 hogs and 300 calves and lambs weekly. The new addition represents an investment of approximately \$100,000. In its design, facilities for further additions have been provided as they may be needed. The addi-



MODERN PLANT CONSTRUCTION SAVES AND MAKES MONEY.

The new addition in the foreground is of fireproof construction and increases the capacity of the plant two and one-half times. It houses coolers, pork cutting room, lard rendering department, storage room and offices.

addition to the plant of the Waldock Packing Co., Sandusky, O., and the "open house" held on that occasion, at which time several thousand people inspected the buildings and watched operations, has focused attention on a meat concern with an interesting history, and one that has made better than an average success in a limited territory.

Growth of this company is best illustrated by tonnage figures. In 1927 the output of the plant totaled 2,500,000 lbs. This year, it is estimated, the company will sell in excess of 9,000,000 lbs. of meat products.

## A Sign of Good Selling

Weekly tonnage records have been broken a number of times so far this year. During the week of June 27 to July 2 tonnage sales were by far the largest of any week since the business was started. Such a record, achieved in a year of disturbed economic conditions, hints at something more than average meat merchandising ability.

The Waldock Packing Co. had its

name of William Waldock & Sons, purchased a building in Sandusky with the intention of enlarging their slaughtering and processing operations and increasing production efficiency. Shortly afterward G. Howard Waldock, who had been operating a meat business of his own, became interested with Fred P. and William L. Waldock in the new project.



THREE REASONS FOR WALDOCK PACKING CO. SUCCESS.

The packing concern is seldom "in the red" whose executives are able to give personal attention to operations.

Left, Wm. L. Waldock, vice president and director of sales; center, Fred P. Waldock, president and livestock buyer; right, G. Howard Waldock, secretary-treasurer and operating executive.



BEEF COOLERS OF THE NEW WALDOCK PACKING PLANT.

Refrigeration is furnished by one Vilter and one Frick compressor with a combined capacity of 90 tons. The beef cooler shown here is on the first floor. It has a hanging capacity of 500 carcasses.

tion was designed by Anders & Reimers, Cleveland, O., specialists in meat plant design and construction.

#### Handling Costs Kept Low.

Housed in the new building are coolers, pork cutting room, lard rendering department, shipping room, storage room and offices.

The plant is two stories high. On the first floor are cattle slaughtering, beef coolers, sausage cooler, fresh pork cooler, shipping room, curing cellars, smokehouses and general offices. The second floor houses the hog killing department, hog cooler, pork cutting room, sausage department, sausage meat cooler, general storage and accounting offices. The equipment in the new addition was furnished by the Cincinnati Butchers Supply Corp., Cincinnati, O.

A feature of the plant is the modern equipment installed and the layout provided whereby the travel of products in course of processing is shortened to a minimum and handling costs kept low. Dry rendering is used for both edible and inedible products. A full line of meat products, including sausage, "ready-to-serve" products, meat specialties and cured meats are produced.

Power for the operation of the plant is furnished by two 125 h.p. boilers. Two compressors with a combined capacity of 90 tons serve the refrigeration needs. These were installed by C. P. Wood & Co., Cincinnati, O.

#### Deliver by Truck and Airplane.

The company covers a territory with a radius of about 60 miles from Sandusky, serving about 600 retailers. It also has large contracts with state institutions. Nine trucks make up the delivery fleet.

An interesting feature of this company's distribution methods is the regular use made of airplanes during the winter months to deliver products to the islands in Lake Erie. This service

was started when airplanes were first used several years ago to link these islands with the mainland. These islands are generally icebound four or five months of the year.

Success of the Waldock Packing Co. is due in large measure to the conscientious work of its three officers who are the owners of the plant and who have been thoroughly schooled in all details of the business from the buying of livestock to the merchandising of the finished product.

Fred P. Waldock, president, has been a buyer of livestock since early youth, and has charge of the purchase of livestock at Chicago, East St. Louis, Kansas City, Omaha and Indianapolis. He visits some of these yards every week, in addition to attending to his duties at the plant.

William L. Waldock, vice president, is also trained in livestock buying, but is now in charge of merchandising, in addition to handling livestock buying done in Ohio, including the purchase of show cattle at the various fairs and livestock shows.

G. Howard Waldock, secretary-treasurer, is the operating executive of the company, having charge of the plant and the purchase of supplies, materials and equipment.

#### U. S. INSPECTION AT ST. LOUIS.

The St. Louis (Missouri) and East St. Louis (Illinois) offices of the U. S. Bureau of Animal Industry have been combined to allow inspection service under one supervising official, as ordered by the drastic economy bill passed in the last week of the recent congress. This act also removed about one hundred men from various bureaus of the same department.

Dr. Thomas B. Pote, formerly inspector-in-charge in St. Louis, closed 32 years of federal service by his retirement. Dr. C. F. Paine, inspector-in-charge of the East St. Louis station, took over the two offices and will henceforth handle all inspection supervision. Dr. O. E. Barth, formerly assistant in St. Louis, has been transferred to be in charge at the Birmingham, Ala., station. Frank Parker and J. R. McGuire, also formerly on the St. Louis force, have been retired on reaching the prescribed age limit.

This consolidation brings together a force of 160 men who will handle the details of federal inspection in the 16 houses, the majority of which are on the Missouri side.



KANSAS PACKER EMPLOYEES ENJOY ANNUAL PICNIC.

Employees of the Hull & Dillon Packing Co., Pittsburg, Kan., besides having educational classes throughout the winter season, have a Hull Club (named for the beloved head of the company) which holds an annual picnic which is one of the big events of the city's summer season.

The picture shows one of the loads of happy youngsters en route to the annual event which took place at the Pittsburg Country Club on August 13. There was a parade at 7:30 a. m., an address of welcome by president Lewis Hull and a talk on "Civic Assets" by secretary George B. Weeks of the Chamber of Commerce. Games preceded and followed a basket lunch, and a musical program and dance followed supper in the evening. It was the fourth annual picnic, and a great day.

# Signs of Returning Activity Cheer Producer and Business Man

By Charles H. Swift\*

Just a week or two ago a writer in one of the great magazines raised the question as to what each one of us would get if all of the property in the United States was divided up, and each individual received his share.

He showed one man with the cross-section of a locomotive, another with a two-ton fly-wheel (both useless to them, of course), and then went on to say that if the average individual carefully inventoried what he had, he would find that he possessed considerably more than a per capita division would bring him.

Under such a division the individual would have only about \$40 in money. Things, of course, have broken badly for many thousands of people during the past three years, but on an average they could have been worse.

Agriculture is the basis of a large part of our wealth, and agriculture has been almost at the bottom of the depression for several years.

The farmer hasn't had much money to spend, and several millions of his city brothers have been short of spending money. He has, however, been in better condition to play a waiting game than the man on the street without a job. The farmer was reasonably sure of three meals a day, and didn't have to wear good clothes hunting a job.

## Producer's Prospect Is Brighter.

Now, there are certain definite signposts which indicate that Mr. Farmer is on the road to receiving more money than he has had. Without the aid of Congress, without subsidy, and with nothing but the natural laws of supply and demand in control, the livestock market (particularly the market for hogs and cattle) has shown considerable improvement in price.

Increase in the price of hogs and cattle since June 1 has been about 30 per cent, and on lambs somewhat less. During June and July more than 6,000,000 hogs were handled under federal inspection. This means that over fifteen million dollars more has been paid to the men who raised and fed these hogs than would have been paid for them prior to June 1.

That's just that many millions of

dollars more that the farmer received, to spend and with which to pay debts. The increase in the price of beef cattle has added many other thousands of dollars to the money received by the farmer. Higher prices for livestock also mean higher prices for corn, hay, and other products of the farmer. Eighty-five per cent of the corn raised on American farms is fed to livestock.

## Money in Circulation.

When anyone with more money to spend buys a pair of shoes, he puts to work several shoemakers down in Lynn, Massachusetts, and when the workman in Lynn gets a pay check from the shoe factory he, in turn, by spending for necessary clothing and food, puts other people to work.

One of the reasons for this improvement lies in the fact that any prolonged liquidation in industry will develop shortages of supply, and when these shortages become acute replacements become necessary, resulting in re-employment. At the present time many retail dealers find that stocks of goods on their shelves are running low.

Wholesalers also find their stocks depleted. Orders are beginning to seep in to manufacturers whose factories have been closed. Re-opening of these factories to make good the shortages will reduce unemployment, give greater spending power, and do much to restore normal prosperity.

It is useless for us to say that we are not dependent upon others for our prosperity. Some of us may smugly say that we are self-sufficient, but we are not. If my neighbor is out of a job, either directly or indirectly I am affected by that fact. If my neighbor gets a job, it has a direct bearing on my material well-being, so that this recent increase in livestock and farm product values is of vital importance to all of us.

## Packers' Daily Cash Market.

In the packing industry we have, as always, maintained a daily cash market, not only for livestock but also for produce—poultry, eggs, and butterfat—all farm products.

The farmer has not had to wait for his money when he had these things to sell. It was cash on the spot. It hasn't been much cash, that's true, because prices have been low. The meat packer could only pay for livestock and farm products what they were worth, and the value is based on what the consumer could pay the retail dealer.



SEES THE BRIGHT SIGNS AHEAD.

Charles H. Swift analyzes recent business trends in a nationwide radio talk.

There are definite sign-posts tending to show a better feeling, and they are not all based merely on optimism. For example, the Chicago Herald & Examiner quotes Frederick S. Snyder, president of the Boston Chamber of Commerce, as saying: "Employment is on the increase. One small town in New Hampshire has had its payroll to mill operatives grow from \$5,000 to \$20,000, this change taking place in the last ninety days."

Of course, that's only one small town, but it is a sign-post.

## Signs Point to Activity.

Here is another one, from Dallas, Texas, where J. Ben Critz of the Dallas Chamber of Commerce said: "Business has taken a noticeable upturn in this section. We consider the depression already broken."

Then we can go from the East and Southwest to the Middle West, where W. L. Pierpoint, president of the Omaha Chamber of Commerce, sends this message from a great agricultural center:

"Rise in live stock prices has materially affected business and the future outlook. The advance in prices of agricultural products has created a hopeful feeling, but the advance is not yet sufficient to cause a sizeable upturn in business. Certainty of a big corn crop is a favorable factor. Psychology in this section is greatly improved."

These are just a few every-day signposts from a few every-day sections of the country.

There are many hurdles in the way of too rapid an upturn. One of these is taxes. The tax burden is the heaviest

\*Address by the chairman of the board of Swift & Company over a nationwide radio network on August 24.



this generation has ever known. In 1913 only about 7 per cent of our national income was required to support federal, state and local governments. Last year 20 per cent was required, and this year it is estimated that 30 per cent will be required. These tax burdens must be reduced. Until they are, there will be a limit to the improvement that we can expect.

#### Reducing the Tax Burden.

The newspapers printed an announcement on Tuesday, August 16, that the state of Indiana will reduce its tax bill by a cut of twelve million five hundred thousand dollars. This was accomplished by a reduction in expenses, reallocation of gasoline and automobile tax money, and suspension of certain other levies. Indiana thus sets a good example for other states, municipalities and the federal government.

I am sure that with the growing realization of the seriousness of the tax problem, people everywhere will see that their representatives in local, state, and national governments will work out this problem satisfactorily so that business can go ahead.

Another cause for concern is that in recent years foreign markets for our surplus farm products have slipped away from the American farmers. The American farmer needs these foreign outlets in order to market his products to advantage, and it is to be hoped that trade with these countries will be resumed in the near future.

I shall not dwell at length on the strong upward movement in the stock market. That, of course, if it continues, will be a powerful reason for optimism and further expansion of business. I have tried instead to keep my sign-posts along the highways and byways of agriculture and industrial pursuits based on agriculture. The signs of actual expansion are slight and scattered, but they are signs, in my opinion, that point the way upward.

#### Recovery on the Way.

We are an optimistic people. This country was built on the faith of our forefathers. The sign-posts of improvement are helping to dissipate the gloom that has enveloped many of our best minds. If they create a more cheerful feeling, then all business should be benefited. Business recovery is possible. It is on its way, and we may best hasten its complete recovery by acknowledging the unflinching signs.

The increase in livestock prices has come about only in recent weeks. Some time will yet be required before this benefit will reach over into the industries dependent on livestock.

#### WHERE FROG LEGS COME FROM.

Louisiana frogs, a delicacy in restaurants throughout the country, brought \$306,398 to the pockets of bayou dwellers, backwoodsmen, etc., in 1931, figures just released reveal. Last year, 1,856,354 pounds of frog meat, valued at \$306,398, were shipped from Louisiana. In 1926 only 44,457 pounds, valued at \$6,660, were shipped. An average of 50 or 60 frogs can be captured at night by a skilled hunter who sells them from \$1 to \$3 a dozen, depending on the size.

### Chains & Voluntary Chains

News and Views in This New Field of Meat Distribution.

Piggly Wiggly store operators from all parts of the country are making plans to attend their annual convention in Cincinnati in September.

More than 16,000 lbs. of butter were purchased during the opening recently of seventy-five new Clover Farm stores in Iowa, Nebraska and South Dakota.

Safeway Stores report consolidated sales for the four weeks ended August 13, 1932, totaling \$16,686,124. For the thirty-two weeks ended with that date sales were \$143,682,068. The company had 3,426 stores in operation.

Merger of Quality Service Stores, cooperative advertising group, and Atlanta Savings Stores, cooperative buying group, was completed recently following an operating connection between the two which was effected several months ago.

Volunteer Food Stores, voluntary chain of independent stores handling meats and groceries, and which has been successfully developed by the King Dobbs Wholesale Grocery Co. at Chattanooga, Tenn., is planning an expansion program in Atlanta.

With tonnage sales sharply ahead and dollar sales only slightly behind last year First National Stores, Inc., have taken advantage of their financial position to purchase the merchandise, stores and goodwill of the Cloverdale Company, which operates 277 units in New England.

Another new Clover Farm group, voluntary chain, commenced operations August 13, with the inaugural of the Mason-Dixon Line division, sponsored by the Elmer E. Scott Co. of Madison, Ind. There are 59 retail stores in the new division, handling groceries and meats. The stores are located in Indiana and northern Kentucky.

Piggly Wiggly Stores in north Alabama have been sold to the M. P. Brothers Co. of Nashville and Clarksville, Tenn., the former owners having been Harris-Jones Grocery Co. of Sheffield. Among the stores included in the sale are those in Huntsville, Decatur, Athens, Leighton, Tusculumbia, Sheffield, Florence, Ala., and Lawrenceberg, Tenn.

Net earnings of Jewel Tea Company for 28 weeks ended July 31, totaled \$559,278 after all charges including federal taxes and depreciation but before loss sustained by Jewel Food Stores, Inc., as compared with \$786,218 in the 1931 period. Earnings equal \$2 a share against \$2.81 a share in the 1931 period. Sales on routes aggregated \$6,088,198 against \$7,609,860 in first 28 weeks of 1931, a decline of 20.06 per cent.

Great Atlantic & Pacific's sales record through the depression is considered extraordinarily good, with sales volume holding above \$1,000,000,000 in the fiscal year ended in February, in which dividend needs were covered by a good margin. Present betterment in commodity prices points to a firmer price structure in the food trade and consequent gain in the company's net, as tonnage sales are holding not far from the 1931 levels.

Sales for first eighteen weeks of operation of Jewel Food Stores, Inc., totaled \$1,614,437. The chain consists of eighty-one stores. Balance sheet of July 31 shows a ratio of current assets to current liabilities of 4.09 to 1, with net working capital totaling \$3,308,569. Expenses showed a decline of 13.24 per cent in the period, compared with the same weeks last year. Operation of the recently acquired Loblaw chain have not resulted in a profit, the report states, and total operating loss and extraordinary expense of \$104,119 have been charged to reserve for contingencies, which totaled \$280,000 at the close of 1931.

#### FINANCIAL NOTES.

Beechnut Packing Corporation recently declared a quarterly dividend of 75 cents on its common stock payable Oct. 1 to stockholders of record Sept. 12.

Barnett Leather Company had net loss of \$11,239 for the quarter ended June 30, 1932, against a net loss of \$10,444 in the preceding quarter and net loss of \$15,100 in June quarter of 1931. For six months ended at the close of second quarter the net loss was \$21,683, after depreciation, taxes and other charges, but before deducting \$875,648 loss on sale of Little Falls Tannery and writedown of investments. This compares with net loss of \$69,747 in the first half of 1931.

#### PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain stores, and food manufacturers' listed stocks, August 25, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on Aug. 18, 1932.

	Sales. Week ended, Aug. 25.	High. Aug. 25.	Low. Aug. 25.	Clos- Aug. 18.
Amal. Leather...	...	...	...	14
Do. Pfd. ....	...	...	...	7
Amer. H. & L. 1,100	4%	4%	4%	3
Do. Pfd. ....	900	15%	15%	14
Amer. Stores ...	900	34%	34%	3
Armour A. ....	7,650	2%	2%	2
Do. B. ....	6,400	1%	1%	1
Do. Ill. Pfd. ....	4,800	13%	12%	13%
Do. Del. Pfd. 1,010	54	54	54	49%
Barnett Leath. ....	...	...	...	11%
Beechnut Pack. ....	100	44	44	41
Bohnck, H. C. ....	...	...	...	94
Do. Pfd. ....	25	85	85	85
Brennan Pack. ....	...	...	...	19
Do. Pfd. ....	...	...	...	60
Chick C. Oil. ....	100	7%	7%	6%
Childs Co. ....	900	4%	4%	4%
Cudahy Pack. ....	1,000	34%	34%	34
First Nat. Stor. 9,200	50%	49	50%	50
Gen. Foods ...	29,000	30%	29%	30%
Gobel Co. ....	10,700	6%	5%	6%
Gr. A. & N. Ist Pfd. 70	118%	118%	118%	118%
Do. New ....	220	146	143	140
Hormel, G. A. ....	...	...	...	11%
Hygrade Food. ....	2,900	4%	4%	3%
Kroger G. & B. 37,800	16%	15%	16%	15%
Libby McNeill. ....	2,750	2%	2%	2%
McMarr Stores. ....	...	...	...	2%
Mayer, Oscar. ....	...	...	...	5%
Mickelberry Co. 100	4%	4%	4%	5%
M. & H. Pfd. ....	...	...	...	7%
Morrell & Co. ....	...	...	...	35%
Nat. Pfd. A. ....	...	...	...	1%
Do. B. ....	...	...	...	1%
Nat. Leather. ....	800	1%	1%	1%
Nat. Tea ....	1,000	9	9	9
Proc. & Gamb. 19,800	34	32%	34	30
Do. P. Pfd. ....	94	94	94	92
Rath Pack. ....	50	17	17	17
Safeway Strs. ....	22,700	40%	48%	40%
Do. 6% Pfd. ....	...	...	...	48
Do. 7% Pfd. ....	700	95	95	95
Stahl Meyer ....	...	...	...	13%
Swift & Co. ....	13,700	13%	13%	13%
Do. Intl. ....	21,650	22%	22%	22%
Trans. Pork ....	...	...	...	10%
U. S. Cold Stor. ....	...	...	...	33%
U. S. Leather. ....	2,800	5%	5%	5%
Do. A. ....	8,400	12	11	11
Do. P. Pfd. ....	...	...	...	95
Wesson Oil ...	800	14%	14%	14%
Do. Pfd. ....	400	50	50	50
Do. 7% Pfd. ....	...	...	...	1%
Wilson & Co. ....	2,500	1%	1%	1%
Do. ....	6,700	3%	3%	3%
Do. Pfd. ....	3,200	22	22	22

# EDITORIAL

## Seeking Facts to Improve Methods

An Eastern meat packer is investigating his coolers. They are modern, up-to-date and efficient in comparison with meat plant coolers generally. But being of inquiring nature and ambitious to overlook no possibilities for better efficiency, he is wondering if the industry really knows as much about meat coolers and meat cooling as it might.

In particular this packer is interested in the correct relative humidity for various meat products, best temperatures, correct concentrations of brine and percentages of shrink of different meats under all possible cooler conditions. He has been unable to find, he says, any text books in which this information is recorded or any packer who has collected this data. Therefore, he is going to do the next best thing—try to develop this information by tests and experiments in his plant.

Whether or not he gets very far, one thing is certain—when he has completed the work he will know more about coolers and the conditions under which meats keep best than he knew before. And it will be surprising if the information he collects will not enable him to improve his processing methods materially, insofar as refrigeration is concerned.

No industry, perhaps, has been more appreciative of the benefits to be derived from scientific investigation and practical tests under actual plant conditions than has meat packing. A great mass of facts has been collected and is available to the industry at large, but there remains much to be done.

Scientific investigation may play an important part in future meat processing developments. If this is so, then engineers and chemists are going to have a more important place in the industry than heretofore has been allotted to them. Some enthusiasts predict that the time may not be far distant when many operations will be under direct supervision of the chemist and subject to close chemical control.

Whether or not this comes to pass, limitations of training in chemistry and engineering or a volume of business insufficient to justify employment of technical men need not prevent any packer from striving to know more about the whys and wherefores of his business. Much practical and profitable information can be obtained from observations and tests and regular and consistent recording of data. It is possible for one to keep his

eyes so close to the cloth that he cannot see the pattern. He can become so immersed in the day's routine tasks that the true perspective of the business is lost. If search for further facts and information about details of meat processing did nothing more than give to the one responsible for results a better knowledge and understanding of his business and its needs, there probably would be no need to justify the cost and effort.

## The Germans Have a Word for It

Price-shading and premium-giving are vicious first cousins. The meat industry has pretty well cleared its skirts of the latter sin, though it must still plead guilty to far too frequent indulgence in the first-named practice. Of course the giving of premiums is only another form of price-shading—a dishonest form, and more readily apprehended. It is unfortunate that in the mad struggle for business in the depression period too many merchandisers have shut their eyes to the bad ethics and the poor economics of the premium plan.

The heights of absurdity to which unreasoning competition may carry itself is illustrated by a recent report from Germany. Food retailers were offering premiums of porcelain and kitchenware to stimulate sales of coffee and oleomargarine. The government, frowning on the premium evil, ordered these dealers to substitute cash for the premiums—which was bringing this cut-price dodge out in the open where it belonged. Instead of stopping the practice, however, this ruling merely caused kitchenware dealers to stock coffee and oleo, and sell them at cut rates in competition with food dealers who were giving away kitchenware as premiums.

Over there they call it "defense" sales. "Defense" oleomargarine is selling in Berlin for 8 cents a pound, and one German factory is moving almost its entire volume through this trade. Probably the manufacturer pats himself on the back as being a smart business man.

In this country the premium fever seems at its height. Even the heads of Chicago's great Century of Progress Exposition have listened to the siren song of a smart promoter who expects to make large profits for his own pocket out of World's Fair trading stamps, while giving the people of the country a cheap idea of this great enterprise.

The Greeks had a word for social delinquency. The Germans seem to have found a term for this type of merchandising mistake. Why should not American premium-givers be entirely frank and adopt the phrase—"defense sales?"

# Practical Points for the Trade

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## Small Packer Sewage

A small packer located at a distance from sewage disposal channels is having trouble with his sewage, and trying to take care of it through the use of septic tanks. He says:

Editor The National Provisioner:

Can you tell me what I can use in a septic tank to cut or eat up the grease, as I am out of the city limits and have to use underground tanks? If you know of any chemical company that I could get a chemical from that will take care of grease I will greatly appreciate it.

This packer does not state the size of his kill but he could estimate the possibility of using a system described in THE NATIONAL PROVISIONER of February 14, 1931, in an Iowa packing plant.

Based on the volume and strength of the sewage obtained at that plant, the following estimate is made of the quantity of sewage per animal per day:

Hogs	150 gals. per head
Beef	200 gals. per head
Sheep	100 gals. per head
Veal	100 gals. per head

Such sewage would require about 1 lb. of chlorine for the purification of each 500 gals. As a result of this treatment there would be secured about 1 1/4 gals. of wet sludge per 100 gals. of sewage. This is equivalent to a wet weight of 12 1/2 lbs. or 1 lb. of dry sludge per 100 gals.

### Equipment for Sewage Disposal.

An installation to handle sewage similar to the way it is done at this Iowa plant would include a good grit chamber, a mixing tank with an impeller agitator providing for a detention of 20 minutes and a clarifier providing for a detention of approximately three hours.

If a packer is killing 1,000 hogs per week, or the equivalent of this number in all classes of livestock, from the above estimates he would produce approximately 30,000 gals. of sewage in 12 hours. This will require a mixing tank of 4 1/2 by 4 1/2 x 4 1/2 ft., and a clarifier of 10 x 10 x 8 ft. deep and sludge pumps. Using the chlorine treatment, a packer would require about 60 lbs. of chlorine per day or a 2-ton drum container should last him approximately a month.

Cost of installation is influenced by local conditions. Cost of the chlorine to be used can be found easily from chlorine manufacturers. It is believed that the installation cost would not be high for small operation.

A great deal of labor for operation of the chlorine is not necessary. An

automatic chlorinator can be used that will take care of itself. This can be set for a certain rate while the sewage is flowing, since over-chlorination will not interfere with the precipitation.

After the sewage flow stops, the settling tank can then be drained or pumped down and the sludge removed from time to time. Since the remaining liquid is clear and free from grease it could be disposed of in a cesspool or by seepage into the ground. Or, it could even be disposed of in an open ditch.

### For Smaller Plants.

In plants too small to use such an installation, the problem is more difficult of solution. The most important thing in such a plant is to keep out of the sewage as much solid material and grease as possible, and solids and grease should be collected from the water.

All floor drains should be screened and all floors should be swept before being washed. Catch basins and grease separators should be installed wherever needed and should be kept skimmed and in good working condition. Paunch manure, straw, floor sweepings and all other similar materials should be kept out.

If this is done the septic tank will require less cleaning and if a tank is not used the sewage from the plant will be less objectionable in case it is turned into a stream or ditch.

## Bone Sour in Hams

A packer who is having trouble with bone sour in hams says:

Editor The National Provisioner:

We are having trouble with bone sour hams; mostly aitch bone sour. We have installed fans in coolers with no better results. Some time ago we were having trouble with rails in coolers corroding so had brine sprays removed and installed direct expansion.

For years we never pumped hams in aitch bone and had no trouble until changing method of chilling. We have cured several carloads of green hams purchased from other plants. They cured with perfect results handled the same way. We do not see how it makes any difference as our temperatures were kept the same as before.

Can you tell us any reason for the trouble?

The cause of this packer's trouble is that his hogs are not being properly chilled, and the hams go into cure before they are fully chilled out. That is the reason the green hams bought from another plant showed no difficulty. The trouble is not in the curing but rather in the hog cooler.

This inquirer states that the brine sprays were removed from the cooler and coils installed, because the rails corroded. It would have seemed better and easier to paint the rails to prevent corrosion than to change the system of chilling. Brine spray refrigeration is regarded as highly efficient in coolers where hot carcasses are chilled.

Unless this packer overcomes this difficulty in the hog cooler he is likely to continue having trouble with bone sour.

## S. P. Fats in Lard

Where hams are boned and fattened pickle fats are produced. Some of these fats can be used in certain kinds of sausage to which they are especially adaptable. The balance are used in manufacturing lard.

Many packers complain of poor results when pickle fats are used in lard. This appears to be due in large measure to the method of handling rather than to the fats themselves.

In an article in THE NATIONAL PROVISIONER a packer described the method he had worked out for handling and rendering pickle fats for profitable results. For a reprint of this article, fill out and mail the attached coupon, with 5c in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Using S. P. Fats in Lard."

Name .....

Street .....

City .....

Enclosed find 5c in stamps.

## Drying Hides

A Western packer wants to preserve hides by drying. He says:

Editor The National Provisioner:

We are desirous of drying hides and also drying cured hides. Any information that you can give us as to the process of doing this will be greatly appreciated. If these hides are dried out of doors what effect will climatic conditions have on them?

It is assumed from this packer's location that his purpose in drying hides instead of curing them in the usual manner is to save on freight. Air-dried hides are lighter than salt-cured hides, but it is probable that any saving would more than be offset by the extra labor of air drying.

Hides are dried in the shade. If natural shade is not available a structure must be provided. For best results there must be good circulation of dry air. Usually the hides are hung over supports far enough apart so that air circulation is not impeded. Successful hide drying can be done only in a dry climate.

Cured hides usually are not dried. The free salt is removed before shipping, however.



## Stearine in Pure Lard

Is it allowable to use lard stearine in pure lard? A Central West packer writes regarding this as follows:

Editor The National Provisioner:

Is it against government regulation to put large quantities of lard stearine in pure lard? If so, what per cent is allowed?

It is not against government regulations to add lard stearine to lard, and when this is done it is not necessary to indicate it on the container. This is required only when oleo stearine or some other hardening agent is used.

Usually about 3 to 5 per cent lard stearine is all that is necessary to harden lard in warm weather, especially if the lard is chilled quickly in the manufacturing process. A larger percentage may be used if necessary.

The government regulation covering this is as follows: "Lard may have added thereto lard stearine or stearine made from lard (hydrogenated lard) without the presence of such added substance being shown on the label." The regulation provides that when "not over 20 per cent of oleo stearine is added to lard," the label on the container must carry the words "oleo stearine added."

## Meats for Spiced Ham

Can any kind of meats be used in the manufacture of spiced ham? A packer who manufactures meat specialties says:

Editor The National Provisioner:

Ours is not a federal-inspected house, but we try to live up to federal regulations as nearly as possible. The question has come up regarding the manufacture of the product known as "spiced ham." Can any kind of meat be used in the manufacture of this meat specialty?

If this packer wishes to live up to the standards required of federal inspected houses he will manufacture his spiced ham of ham trimmings only. Some packers use their heavy hams, cushion bruised hams and others, which do not lend themselves best to cure, for this purpose.

If the product is made of pork trimmings, such as blade meat, neck bone trimmings or regular trimmings, it would have to be labelled "spiced pork".

"Spiced ham" is put up either in cans or is stuffed in muslin bags, in beef bungs or cellulose casings. *It is a high-class meat food made entirely of boned-out hams.*

## NEW CROP PAPRIKA.

"In the more than 40 years existence of our firm," write Leopold Reitzer & Co., Szeged, Hungary, "we cannot remember when the paprika plantations have shown such a pretty picture as this year. If the weather remains favorable we expect to have a record crop. Consequently for the new season there will be very favorable prices. We believe we can ship prime new crop paprika about September 15."

## Brands & Trade Marks

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

### TRADE MARK APPLICATIONS.

George A. Hormel & Co., Austin, Minn., for salt pork. Trade mark: STREAK-O-LEAN. Claims use since November 16, 1931. No. 321,382.

**Streak-O-Leana**

John Morrell & Co., Ottumwa, Ia. For canned food for dogs, cats, foxes and other carnivorous animals. Trade mark: RED HEART. Claims use since April 2, 1932. Application serial No. 327,195.



Humko Lard Co., Memphis, Tenn. For shortening made from vegetable oils or from a mixture of vegetable oils and animal fats. Trade mark: HUMKO. Claims use since June 1, 1930. Application serial No. 327,152.

**HUMKO**

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: DUALL. Claims use since February 25, 1932. Application serial No. 324,615.

**Duall**

The Procter & Gamble Co., Cincinnati, O. For cooking fats. Trade mark: PROGA. Claims use since May 25, 1932. Application serial No. 328,279.



M. C. Provision Co., Inc., Jersey City, N. J. For sausages. Trade mark: "EL BATURRO". Claims use since March 10, 1932. Application serial No. 325,076.

**"EL BATURRO"**

Joe Lowe Corporation, Brooklyn, N. Y. For vegetable oil shortening. Trade mark: ULTEX. Claims use since February 26, 1932. Application serial No. 327,318.

**ULTEX**

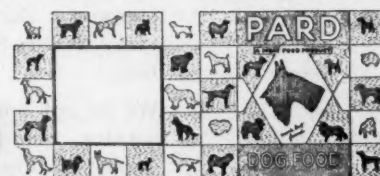
Planters Edible Oil Co., Suffolk, Va. For vegetable oil shortening compound. Trade mark: FRIO. Claims use since April 1, 1932. Application serial No. 327,765.

**FRIO**

Planters Edible Oil Co., Suffolk, Va. For vegetable oil shortening compound. Trade mark: UPPO. Claims use since April 1, 1932. Application serial No. 327,767.

**UPPO**

Swift & Company, Chicago, Ill. For food for carnivorous animals. Trade mark: PARD on a particular design of label. Claims use since April 25, 1932. Application serial No. 327,379.



### TRADE MARKS GRANTED.

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: DUET. Published April 5, 1932. No. 294,973.

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: SKILLO. Published April 5, 1932. No. 294,974.

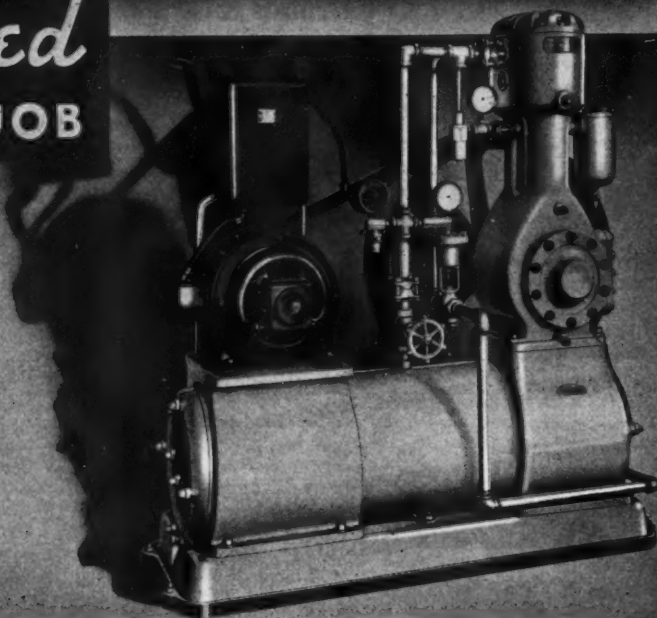
Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: DOMO. Published April 5, 1932. No. 294,975.

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: SONNET. Published April 5, 1932. No. 294,976.

Lever Bros. Co., Cambridge, Mass. For vegetable shortening. Trade mark: SPRY. Published April 5, 1932. No. 324,617.

F. G. Vogt & Sons, Inc., Philadelphia, Pa. For sausage and scrapple. Trade mark: FAIRDALE FARM. Published May 10, 1932. No. 295,960.

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## NO OTHER FISH TO FRY!

Standardized installations and maximum efficiency simply do not go together when it comes to automatic refrigeration. No two problems are exactly alike . . . your refrigeration needs are not John Smith's . . . his are not yours. That's why every Lipman installation is Engineered-to-fit-the-job. Lipman engineers have no other fish to fry while they are installing your equipment. Your particular problem is theirs to solve . . . every short cut that will reduce operating costs is employed . . . every means for increasing efficiency is built into your installation.

We do not sell machines . . . we sell a complete refrigerating service . . . equipment that is built in Lipman shops and installed by Lipman engineers. A purchase from us is not completed until your system is functioning perfectly. This policy and the Lipman machine itself have given to Lipman Automatic Refrigeration an enviable record for "lowest cost of ownership." Wouldn't you like to have all the facts? Use coupon below!

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GENERAL REFRIGERATION SALES COMPANY  
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# Refrigeration and Frozen Foods

## REFRIGERATED BODY DESIGN.

From a more or less experimental status a few years ago, insulated and refrigerated trucks have assumed a place of primary importance in the transportation of meats.

In many cases packers depend on them entirely for distributing the production of their plants. And in a number of instances, particularly in the case of local packers, substantial increases in volume of business have been attained by taking advantage of insulated and refrigerated trucks to reach territories not previously accessible, render quicker service and deliver products in better condition.

The history of the fast, economical transportation of meats has been a continual development of lighter truck

of the roof, pick up heat from the inside of the body, feeding it to the solid carbon dioxide stored in roof hatches. With this system there are no fins or bunkers to occupy space within the body, and as the roof hatches are reached from the outside they can be charged with refrigerant when the body is fully loaded.

As air circulation is necessary for proper cooling, floor racks are provided for use with solid loads. When not in use, these racks can be folded and stored in watertight compartments built into the side skirting of the body.

In addition to serving as dual purpose bodies, for use with either ordinary freight or refrigerated loads at any temperature, these bodies are fitted with a movable insulated partition to shut

begin on October 6 with an address by general chairman Vincent Wakefield on the subject of the "Trend of Accident Prevention Work in the Refrigeration Industry." "Scoring Machine Hazards," will be discussed by George B. Bright, president of George B. Bright Co., Detroit, Mich., while L. W. Dawley, vice president of the Southern United Ice Co., Jackson, Miss., will talk on "Safe Handling of Ice." "Maintenance Hazards of the Engine Room," will be the subject of an address by A. J. Authenrieth of the Middle West Utilities Co. There are other interesting subjects such as the "Conference Method of Instructing Employees in Accident Prevention Work" and "Safe Handling of Warehouse Goods," but these speakers have not been definitely announced as yet.

## REFRIGERATION NOTES.

The plant for freezing fruits, erected at Montezuma, Ga., two years ago, has been acquired by W. R. Tucker and associates of Atlanta, Ga.

The cold storage plant of the Hood River Apple Growers Association, destroyed by fire recently, will be rebuilt.

Erection of a pre-cooling plant in Fort Lauderdale, Fla., is being considered by the Broward County Port Commissioners.

Community Ice & Cold Storage Co., Tarpon Springs, Fla., has been incorporated with a capital stock of \$25,000. The incorporators are J. N. Craig, and Nick Stevens. A plant will be erected on Safford ave.

Carl M. Einhard, Niland, Calif., is planning to erect a plant in which to manufacture solid carbon dioxide.

The cold storage plant of Grace Bros., Santa Rosa, Calif., recently destroyed by fire, will be rebuilt, it has been announced.

Capacity of the plant of the Stroudsburg Ice & Cold Storage Co., Stroudsburg, Pa., is being increased by new additions to the building.

Dahl Ice & Cold Storage Co., Norwich, Conn., has been incorporated with a capital stock of \$50,000. The incorporators are Harold C. Dahl, Thure W. Dahl and W. D. Copp.

Fire recently destroyed the Carter Lake plant of the Omaha Ice & Cold Storage Co., Omaha, Neb. The loss is estimated at between \$80,000 and \$100,000.

City Ice & Storage Co., Harrisonburg, Va., has been incorporated with a capital stock of \$50,000. C. A. Ritter of Baltimore, Md., is the incorporator.

Formation of the General Cold Storage Co., Detroit, Mich., with a capital of \$50,000 was announced recently. The company has taken a long-time lease on the cold storage buildings at East Warren ave. and the Grand Trunk railroads, which provide 126,000 sq. ft. of cold storage space.

Lake City Ice Cream & Cold Storage Co., Jacksonville, Fla., is planning to reconstruct its cold storage department. New engines will be installed and the capacity of the plant increased.



NEW FEATURES BUILT INTO REFRIGERATED TRUCK BODY.

In this truck body light weight is secured by the use of aluminum frame and panels. Refrigeration is by solid carbon dioxide in Icefin units. The refrigerant is charged through the roof. Floor racks, when not in use, can be folded and stored in compartments in the side skirting. A movable insulated partition is provided to shut off a portion of the truck from refrigeration when desired.

equipment, paralleled by development of more efficient and reliable methods of truck body refrigeration.

One illustration of the progress in high speed refrigerated transportation is reflected in the features of new transport bodies designed for Davidson Transfer & Storage Co. by engineers in collaboration with Fitz Gibbon & Crisp, Inc., Trenton, N. J., builders of the bodies.

In these bodies an all-aluminum framework provides greater strength than steel and wood at a worth while saving in weight. Polished aluminum paneling further contributes to light weight, at the same time providing an attractive, noticeable exterior which also serves to reflect heat.

Refrigeration is by solid carbon dioxide, used with the Icefin conduction system, capable of maintaining any desired temperature above zero Fahr.

Overhead plates, flush with the inside

off part of the body from refrigeration and so permit economical shipment of partially refrigerated loads, a feature exceedingly useful. Every known feature for convenience and sanitation has been included. Cleanliness is easily attained, as the waterproof, all-aluminum welded floor can be flushed out after every trip.

These units are now in daily service transporting perishables over long distances and manned by operators trained to understand and handle critical loading and proper temperatures. Performance in service has been gratifying and the owners feel that truck transportation of perishables is now entering a wider field with insured long-distance cargoes, well beyond the experimental stage.

## REFRIGERATION SAFETY.

The Refrigeration Section program at the twenty-first annual congress of the National Safety Council, to be held in Washington, D. C., October 3-7, will



# Before New Yorkers ever rode a subway...



**TWENTY-EIGHT YEARS** AGO! That's when New York's first subway was built. And that's when Armstrong insulated the cold room of the Storage, Ice & Supply Company, of Indiana, Pa. When this company tore down the cold room a year ago, the cork was in such good condition that it is being used again to insulate a beef cooler!

Many Armstrong-insulated cold rooms have equally satisfactory records of long and efficient service. For Armstrong's Corkboard and Cork Covering have been standard insulation in the ice and cold storage industry for thirty years.

Now Armstrong offers Super-Service Corkboard—a new type of corkboard especially developed to combat the menace of air and moisture infiltration. Sealed at the factory with an impervious film of a specially formulated mastic com-

pound, Super-Service Corkboard halts mounting refrigeration costs. Made by Armstrong's exclusive LK process, this new corkboard has 15 per cent greater insulating efficiency than ordinary corkboard. Super-Service Corkboard is especially recommended for low temperature rooms where conditions are

severe. Its efficient life in actual service is practically unlimited.

Write for complete details on Armstrong's Super-Service Corkboard. If you have a special problem, Armstrong engineers will gladly give you their recommendations. Armstrong Cork & Insulation Co., 952 Concord St., Lancaster, Penna.



New York's first subway was opened with elaborate ceremonies in 1904. In the same year, Armstrong insulated a cold room for the Storage, Ice & Supply Company of Indiana, Pa. Read what the letter reproduced here says about this corkboard insulation.

Armstrong's  
  
Product

## Armstrong's Corkboard Insulation

*The Standard Insulation for all Refrigeration*

# A Page for Purchasing Departments

## NEW TYPE BACON MOLD.

Molding bacon when it comes from the smokehouse and previous to slicing results in better and more uniform slices and increases yields. These facts are appreciated generally in the meat packing industry, and forming bellies to get these results rapidly is becoming standard practice.

For the packer who markets sliced packaged bacon and who is planning to mold it before slicing there are a number of methods he can adopt. The first mold to come on the market was of a size to contain one belly. This type has become quite popular and is made in a number of styles, including wire mesh and sheet metal.

The other general style is the mold that contains a number of bellies. This type fits in well in plants where a large quantity of sliced bacon is produced. In principle these larger bacon molding de-

and design are shown in the accompanying illustration.

The mold is constructed of 12 gauge steel, piano-hinged at each of the four corners. Rigidity is secured when the mold is set up and the sides are held square in relation to each other by steel top, bottom and separator plates. Sides are flanged at top and bottom.

The molds are set up and one loose hinge pin with eye inserted in place. A bottom plate is then dropped into the mold, followed by a side of bacon, a separator plate, another side of bacon, another separator plate and so on until the mold is filled. Ten sides, it is said, usually fill the mold. When the mold is full the topmost plate is dropped into place and pressed down. Two loose pins are then inserted through holes in the sides of the mold to hold the bacon under compression. The mold is then put into the cooler.

A number of advantages are claimed for this type of bacon mold. Among these are ease of handling, storing and transportation, great strength and the facility with which the mold can be

wide, 18 in. long and 20 in. deep; 9 in. wide, 20 in. long and 20 in. deep; 9 in. wide, 22 in. long and 20 in. deep.

## TO COVER AIR CONDITIONING.

For the purpose of coordinating the company's activities in the air conditioning field J. S. Tritle, vice president and general manager of the Westinghouse Electric & Manufacturing Co., has announced the formation of a complete organization for the engineering, development and sales of all air conditioning apparatus.

Included in the company's study of conditioning problems are reversed refrigeration, cooling, humidifying, dehumidifying, and air circulation and cleaning. Research in thermo-dynamics, ventilation, reverse refrigeration cycles, heating, practical design and factors that make for human comfort have evolved a line of apparatus to meet the specific needs.

Unit installations for the home, office, barber shop, restaurant, hospital room, X-ray room, hotel room and small apartments are available. Also, railway installations for the dining car, sleeping car, day coach, and freight car cooling have been designed.

J. W. Speer, formerly manager of machinery electrification, has been appointed manager of commercial air conditioning products, diversified products department, in charge of the sale of commercial and railway air conditioning apparatus. R. C. Cosgrove, manager of the refrigeration division will head the domestic sales. W. C. Goodwin, supply engineering department, is in charge of the engineering and development.

## FACTS ABOUT RUBBER GOODS.

A large variety of mechanical rubber goods, including power transmission and conveyor belts, hose, packing, etc., is used in the meat packing plants, and often technical information and data on which to base intelligent purchasing of these items is not readily available. A new catalog that should be of considerable value to meat plant purchasing agents has been published recently by The B. F. Goodrich Rubber Co., Akron, O. This contains much information and data on mechanical rubber goods never before published, as well as a comprehensive line-up of the principal industrial rubber goods manufactured by the company.

Among the condensed engineering data is a table which gives at a glance the horsepower capacities, minimum pulley diameters, leather belt equivalents and list prices on all commonly used sizes of rubber transmission belts. Another table makes it possible to figure the required sizes and plies of a conveyor belt without recourse to a formula, and a third furnishes a practical means whereby the engineer or purchasing agent may estimate the pressure required to deliver a desired amount of liquid through hose of various diameters. Many other subjects are treated.



CONSTRUCTION PERMITS EASY REMOVAL OF BELLIES.

In this type of bacon mold the bellies are not removed after freezing; rather the mold is stripped from the meats in the manner shown. No hammering or prying, with consequent damage to the bellies, is necessary, it is said.

vices differ little from the individual molds, pressure being applied to bring each individual belly to the desired shape.

One of the latest of these larger types of mold to come on the market is the "Quick-Strip," manufactured by the J. W. Hubbard Co., 718-732 West Fifth Street, Chicago. Its general construction

stripped from the block of frozen meat. After freezing the two loose pins and the hinge pin are removed and the mold "unfolded" or stripped from around the bacon. This is done, it is claimed, without the necessity of prying, hammering or thawing.

Each mold is furnished with nine separator plates and is constructed in the following standard sizes, although other sizes can also be furnished: 9 in.

## Beef Cattle Outlook Is for Plenty of Good Beef Next Year

Number of cows on farms on Jan. 1, 1932, according to U. S. Department of Agriculture estimates will be near the largest total ever recorded in this country if cow slaughter—which during the first half of 1932 was the smallest for the period in many years—continues small during the remainder of the year.

Number of cattle on farms has been increasing since 1928, but number slaughtered each year has been decreasing, it is pointed out. Inspected slaughter of cattle during the first seven months of 1932 was 4.9 per cent smaller than in the corresponding period in 1931 and was the smallest for the period since 1921, it was stated.

"The prolonged business depression," says the report, "with its consequent lowering of consumer incomes resulted in a further decline in the demand for beef and veal during the first half of 1932." Per capita consumption was 6 per cent smaller than during the corresponding period in 1931, and was the smallest for the first half of the year on record. Despite the reduction in quantity, prices of steer beef are lower. From January to May in 1932, it was stated, cattle prices continued the downward trend which they have been pursuing, and cattle prices in mid-May reached the lowest levels since 1911.

"How much of this decrease in cow slaughter is due to expanding production, and how much to conditions in the dairy industry that discourage selling of culls," comments editor Charles E. Snyder of the Chicago Daily Drovers' Journal, "is more than anyone knows for certain."

The Department of Agriculture's summary of the beef cattle outlook as of Aug. 1 follows in full text:

Number of cattle on farms has been increasing since 1928, but the number slaughtered each year has been decreasing since 1926. Cow slaughter during the first half of 1932 was the smallest for the period in many years. If this slaughter continues small during the remainder of the year, the number of cows on farms Jan. 1, 1933, will be near the largest total ever recorded in this country. The expansion in cattle breeding stock since 1928 is expected to result in a marked increase in cattle slaughter within the next few years.

Although the total number of cattle in the United States is larger than a year ago, the number on feed is smaller. Marketings of grass cattle from the

Western states during the remainder of the year probably will be larger than in the corresponding period last year. Because of favorable range and feed conditions, grass cattle marketed this fall are expected to be in better flesh than those marketed last fall, and the time of their movement is likely to be somewhat later than usual. Present indications are that market supplies of grain-fed cattle during the remainder of the summer and the early fall will be smaller than those of a year earlier, but that supplies of such cattle during the late fall and early winter will be larger.

### Marketings and Slaughters.

Although total marketings of cattle during the next four months are expected to be larger than in the corresponding months in 1931, inspected slaughter may not be greatly different, due to an increased proportion of the market receipts being shipped to the country for further finishing. Prospects for an increased movement of stocker and feeder cattle this fall point to larger supplies of well-finished cattle during the spring and summer of 1933 than in the corresponding period this year.

Any business recovery during the remainder of the year is not likely to be reflected in a stronger demand for beef

and veal until the first part of 1933, because of the lag which normally prevails between changes in business conditions and changes in the demand for meats.

Despite the relatively small slaughter supplies of cattle in 1930 and 1931, the trend of cattle prices was downward during both years. After declining sharply from early spring to midsummer in 1930 a partial recovery occurred during the remainder of the year, but early in 1931 another marked decline got under way. This decline was checked in the early summer of 1931 and prices advanced considerably until the end of the year. From January to May in 1932 prices again followed a downward course, and cattle prices in mid-May reached the lowest levels since 1911.

### Trend of Beef Prices.

The decline in prices of the better grades of slaughter steers during the first four months of 1932 was more pronounced than usual for that season of the year. The price advance on these grades from mid-May to mid-August also was greater than usual, owing largely to the extreme scarcity of these grades of fed cattle. The advance during this 3-month period amounted to about \$2 for both good and choice grade steers. Prices of both grades during July averaged higher than those of a year earlier.

Prices of common slaughter steers, of the lower grades of other classes of slaughter cattle, and of stockers and feeders, normally advance during the late winter and early spring and then decline until mid-autumn. Prices of such cattle so far this year have followed a fairly stable trend, but have fluctuated considerably from week to week. The trend of medium steer prices also was fairly steady during the first five months of the year, but contrary to the usual seasonal tendency, they have advanced materially since early June.

### Price Spread Is Wider.

The spread between prices of the lower and higher grades of slaughter steers is wider than a year ago. During the second week in August the price margin between common and choice grades of beef steers at Chicago averaged \$4.19 compared with \$3.69 in the corresponding week in 1931. Beef steer prices that week averaged \$9.18 for choice grade, \$8.23 for good grade, \$7.05 for medium grade and \$4.99 for common grade.

Prices of slaughter calves declined almost continuously throughout 1931 and during the first three months of 1932. During the early spring of this year they reached the lowest levels in more than 20 years. Since that time, there has been a slight recovery. The decline in the price of calves during the last year was more marked than the drop in the prices of most classes of cattle.

The margin between the price of all cattle slaughtered and the price of slaughter calves has been smaller during the last six months than at any other time in recent years. The average price of cattle slaughtered from January to June, 1932, was \$5.04 as compared with \$6.61 for the same period in 1931 and \$9.74 in the first half of 1930. The average price of calves during the first half of 1932 was \$5.39 as compared with \$7.88 in 1931 and \$10.65 in 1930.

## Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from 1/4c to 1c under the market.

A car sold at 1/4c under the market costs the seller \$37.50; at 1/2c under he loses \$75.00; at 3/4c under he loses \$112.50; at 1c under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at 1/4c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.



# Provision and Lard Markets

## WEEKLY REVIEW

**Trade Fair—Market Firm—Hogs Easier—Western Run Moderate—Cash Demand Fairly Good—Outside Strength a Factor.**

The market for hog products, particularly for lard, the past week, experienced a fairly good volume of trade. Although prices backed and filled, the market displayed a firm undertone, prices holding within striking distance of the month's highs. Hedging pressure and scattered liquidation, together with easier hog markets made for setbacks, but commission house buying on a scale down, covering on a fairly good cash demand, and outside strength, served to bring about a quick recovery.

There was some buying of lard futures against sales of cotton oil futures. January lard, at one time, went to a discount of 10 points under January oil. Normally, lard should be at a premium of 1½¢ to 1¾¢ lb. over oil. The unusual small difference in prices led to increased operations on the part of spreaders, the situation attracting quite a little attention in speculative quarters.

Strength in stocks and in some of the major commodity markets was offset to some extent by a heavy tone in grains, particularly in corn. September corn, under liquidation, went into new low grounds for the season and was feeling the effects of rather favorable corn crop prospects.

### Hog Prices Down.

Average hog price at Chicago on Tuesday was down to 4.10c, the lowest level since mid-June, compared with 4.45c a week ago, 5.50c a year ago and 9.80c two years ago. Top hogs at Chicago sagged to 4.75c, recovering later to 4.80c. Action of hog price was somewhat surprising in view of the modest run to market, the leading western packing points receiving 332,000 head last week, compared with 353,000 the previous week and 351,000 head the same week last year. On the decline, however, a more general demand for live hogs was noted.

Average weight of hogs received at Chicago last week was 264 lbs., against 262 lbs. the previous week, 258 lbs. a year ago and 259 lbs. two years ago.

Cash trade during the week was reported fairly good both for lard and meats. Deliveries of meats were reported running ahead of last year, the improved movement having been in evidence for the past 60 days. Export interest, however, appeared to be rather moderate. Some said that they saw in the foreign hog situation the prospects of improvement in foreign demand for hog products during the coming winter.

Official exports of lard for the week ended August 13 were 6,090,000 lbs., compared with 6,548,000 lbs. last year. Exports from January 1 to August 13 have been some 331,228,000 lbs., compared with 370,331,000 lbs. the same time last year. Exports of hams and shoulders, including Wiltshires, for the week were 947,000 lbs., against 988,000 lbs. last year; bacon, including Cumberland, 547,000 lbs., against 1,292,000 lbs.; pickled pork, 155,000 lbs., against 678,000 lbs.

### U. S. Cattle Supply Increasing.

According to the U. S. Department of Agriculture, the number of cattle on farms has been increasing in the interval since 1928, and is expected to result in a marked increase in cattle slaughter within the next few years. Number of cattle slaughtered during the first half of 1932 was the smallest for the period in many years. If the slaughter continues small during the remainder of the year, the number of cows on farms January 1, 1933, is expected to be near the largest total ever recorded in this country.

The increase in the marketing of hogs, which began the last half of July, has continued. The result has been that so far this month slaughter supplies have continued relatively large. It ap-

pears now that the total federal inspected slaughter for August is likely to be from 15 to 20 per cent larger than the very small slaughter in August last year. It may be larger than during July of this year.

If the August slaughter total exceeds that of July, it will be the first time since inspected slaughter records have been kept that this has occurred. Because of the relatively large slaughter supplies of hogs in recent weeks reduction in storage stocks of hog products during the first half of August was not so great as the same time last year. Total stocks are now slightly smaller than a year ago.

**PORK**—Demand was moderate and routine at New York, but the market was steady. Mess was quoted at \$19.75 per barrel; family, \$20.25 per barrel; fat backs, \$14.00@15.00 per barrel.

**LARD**—Domestic demand was fairly good, but export interest was reported moderate. At New York, prime western was quoted at \$5.75@5.85; middle western, \$5.55@5.65; New York City tierces, 5½¢; tubs, 5½¢; refined continent, 6½¢; South America, 16½¢; Brazil kegs, 7¢; compound, car lots, 6¢ @7¢; smaller lots, 7@7½¢.

At Chicago, regular lard in round lots was quoted at about September price;

## Hog Cut-Out Values Improve

Despite a continued weak consumer demand for hog products during the past week, product prices have held fairly steady. On the other hand, although the run of hogs to market has been smaller, hog prices have declined somewhat. The result is that hog cut-out values show a slight improvement.

Receipts of hogs at Chicago for the first four days of the week were 83,000 head, compared with 85,000 head during the first four days of last week and 86,000 during the corresponding period of last year.

Top price for the week was \$4.85 on Monday, compared with a top of \$5.10 a week earlier. The week's low top was \$4.80 on Thursday. Good to choice

butchers averaging 200 to 220 lbs. were in best demand and brought the top prices. Extreme weights were in slow demand, selling as low as \$3.25 on some days.

The quality of the hog run at Chicago has shown little, if any, improvement, a large percentage of the animals received being packing sows and extreme weight butchers.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week, as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE shows fancy light hogs cutting at a loss of 24c per head and quality heavier weights showing a loss of from 76c to 99c per head. Average local credits and costs are used in working out the tests.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.23	\$1.10	\$1.00	\$1.08
Picnics	.38	.36	.34	.25
Boston butts	.33	.32	.32	.33
Pork loins	1.22	1.09	.84	.71
Beliles, light	.84	.80	.52	.17
Beliles, heavy	..	..	.23	.58
Fat backs	..	.06	.16	.25
Plates and jowls	.07	.07	.10	.11
Raw leaf	.09	.10	.10	.10
P. S. lard, rend. wt.	.07	.71	.01	.59
Spare ribs	.05	.06	.06	.04
Regular trimmings	.07	.07	.00	.07
Rough feet	.02	.02	.02	.02
Tails	.01	.01	.01	.01
Neck bones	.01	.01	.01	.01
Total cutting value (per 100 lbs. live wt.)	\$4.90	\$4.77	\$4.50	\$4.32
Total cutting yield	67.50%	68.50%	70.00%	71.00%
Crediting edible and inedible offal at the current market to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights indicated, plus all expenses, the following results are secured:				
Loss per cwt.	\$ .14	\$ .38	\$ .42	\$ .33
Loss per hog	.24	.76	.99	.95

loose lard, 20c under September; leaf lard, 10c under September.

**BEEF**—Demand was moderate, but the market was firm at New York. Mess was nominal; packet, nominal; family, \$13.50@14.00 per barrel; extra India mess, nominal; No. 1 canned corned beef, \$1.70; No. 2, \$3.25; 6 lbs. South America, \$1.00; pickled tongues, \$30.00@40.00 per barrel.

See page 40 for later markets.

### LARD SUBSTITUTES.

Production of cottonseed oil in the United States has increased somewhat during the past ten years, in line with the upward trend in cotton production, according to the U. S. Department of Agriculture. Cottonseed oil production in the crop year of 1930-31, amounting to 1,443,000,000 lbs., was the smallest since 1924-25, but it seems probable, the Department says, in view of the large cotton crop, that production in 1931-32 will be the largest since the record production of 1926-27.

This larger production of cottonseed oil in recent years has been utilized largely for edible purposes, since the amount of cottonseed oil used in soap making, the most important inedible use, has declined steadily throughout the postwar period. The utilization of cottonseed oil in margarine manufacture also has declined, but the amounts used in the manufacture of lard substitutes and salad oils have increased. Approximately 85 per cent of the total oils used in the manufacture of lard substitutes during the last 20 years has been cottonseed oil.

Several other vegetable oils of more recent development, as well as some animal oils, probably could be used now with as much success as cottonseed oil as far as the quality of the product is concerned. Some of these oils, such as corn oil, peanut oil, coconut oil are now utilized as minor ingredients of lard substitutes, comprising on the average from 1 to 5 per cent of the total oils used, while oleo stearin, edible tallow and other animal oils usually constitute about 10 per cent. In general, however, these oils other than cottonseed are used in the manufacture of lard substitutes because of certain distinctive qualities they impart to the product and minimum amounts used.

Production of lard substitutes in the United States has followed the trend

in cottonseed oil production, but the year to year variations in production differ considerably for the two products. Production of lard substitutes is limited by the volume of cottonseed oil produced, but the proportion of the cottonseed oil production used in lard substitutes has varied from 50 to 70 per cent in the last 10 years. As a consequence a change from one year to another in production of cottonseed oil may not result in a similar change in lard substitute production.

Since 1925, lard substitute production has been fairly stable, but prior to that it was on a much lower level than now. Exports of lard substitutes never have been large. The domestic production of nearly all vegetable oils has increased during the post-war period. A large part of this increase has gone into domestic consumption. The increased production of lard substitutes is, then, only a part of the greater consumption of vegetable oils.

### BUTTER DISTRIBUTION.

Greatest per capita consumption of creamery butter in the history of the country was shown last year in the annual report of W. F. Jensen, secretary of the American Association of Creamery Butter Manufacturers. More butter was made last year than used, according to Mr. Jensen, and the storage stocks by the end of this year will be larger than a year ago, but with improvement of business these carryover stocks need not worry the trade.

He also reported that the Milwaukee road is now accepting carload shipments of butter packed in grease or waterproof paper bags at the same rate as butter packed in tubs or boxes. The association is reported to be fighting an attempt by some railroads to increase icing and salting charges in iced cars.

### ARMOUR OPENS NEW REFINERY.

Armour and Company, who control the Forrest City Cotton Oil Company and Pine Bluff Cotton Oil Company, Arkansas crude oil mills, began operations on Saturday, Aug. 27, of a refinery at Helena, Ark., for manufacture of shortening, salads and cooking oils. The company also is completing a \$12,000 plant, which will have a capacity of 60,000 pounds of lard daily. The oil refinery is operated by an Armour subsidiary, Lookout Oil and Refining Company, Chattanooga, Tenn.

### DUTCH BUY HOGS ON QUALITY.

Hog prices in the Netherlands may be based on quality. A recent bill introduced by the Dutch government would lend aid to hog breeders as an incentive to produce quality pork. The preamble is that it is necessary to improve the quality of domestic pork, and that in order to encourage this it will be necessary that breeders get payments for their animals on a quality basis only. In order to simplify putting this into practice it is intended that there should be a concentration of exports. The proposal is to control the export of hogs and hog products by setting up a central organization, made up of representatives of the interested parties, under the supervision of the ministry of labor, commerce and industry. Owing to present low prices it is realized that for the time being at least losses cannot be avoided in doing business in export markets. It has been planned, therefore, to impose a tax on all hogs slaughtered in the Netherlands in order to subsidize pork exports. It is probable that the contemplated central organization will control both the internal and external pork and hog trade of the country.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Aug. 24, 1932.

Very little trading has been done in tankage and none at all in dried blood due both to lack of buying interest and lack of offerings on part of the sellers. There are no accumulations of either of these materials that are pressing for sale.

Foreign steamed bone meal, 3 per cent ammonia and 50 per cent B.P.L., is selling at higher prices, with some of the leading producers unable to offer for shipment from Europe earlier than November. The production in Europe has been very much reduced in volume this year.

The new nitrate of soda prices are expected to be announced at any moment, buyers looking for lower prices.

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Aug. 1, 1932, to Aug. 24, 1932, totaled 9,227,967 lbs.; tallow, 331,200 lbs.; greases, 40,000 lbs.; stearine, 234,400 lbs.

## CUT YOUR GRINDING COSTS



**STEDMAN'S Type "A" Hammer Mills** are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Mills sizes—8 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for Bulletin 302.

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Successors to Richard Hamilton, Inc.,  
MAULIER, NEW JERSEY

Quality—Service—Price



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—The situation in tallow in the East appeared to grow tighter the past week. Although the volume of trade was light, this was due to the fact that buyers and sellers were apart in their ideas. Last business in extra f.o.b. New York was at 3½c, a new high for the recovery, but offerings dried up rather completely at that level. Leading producers were holding for one quarter to ½c more than the last sales price.

Consumers were not inclined to follow the offerings readily. While there appeared to be some demand around the levels at which the last business was accomplished, buyers were inclined to go slow pending developments.

At New York, special loose was quoted at 3½c; extra f.o.b., 3½@3¾c asked; edible, 4¾c nominal.

At Chicago, the tallow market was steady to strong, with demand rather good for nearby and future shipment. Offerings continued light. At Chicago, edible was quoted at 4½c; fancy, 4c; prime packer, 3½@4c; No. 1, 3c; No. 2, 2½c.

There was no London tallow auction this week. At Liverpool, Australian good mixed, August-September shipment, was 3d lower for the week at 22s. Argentine beef tallow at Liverpool, August-September shipment, was 6d lower at 22s 3d.

**STEARINE**—Market was rather quiet but firm in the East. Oleo was generally quoted around 6¾c New York. At Chicago, demand was moderate, but the market was firm. Oleo was quoted at 6c.

**OLEO OIL**—Consumer interest was fair, but the market was steady. Offerings were well held. At New York, extra was quoted at 5½@6c; prime, 5@5½c; lower grades, 4½@4¾c.

At Chicago, demand was reported fair, and the market was steady. Oleo was quoted at 5½c.

See page 40 for later markets.

**LARD OIL**—Demand was fair and the market firm. Prime at New York was quoted at 7½c; extra winter, 7½c; extra, 7½c; extra No. 1, 6½c; No. 1, 6½c; No. 2, 6½c.

**NEATSFOOT OIL**—Demand was reported fair and the market was steady at the recent advances. Pure at New York was quoted at 8c; extra, 7c; No. 1, 6½c; cold test, 12½c.

**GREASES**—Situation in the grease market in the East was one of a moderate volume of activity. A fairly good demand was in evidence, with buyers and sellers somewhat apart in their ideas. Producers are fairly well sold up and are holding for better levels. This curtailed operations somewhat. Buyers were inclined to pay around the last sales prices, but for the moment, show no disposition to climb further for supplies. Strength in tallow and the better feeling in several commodity quarters somewhat aided sentiment in

the market for greases, as did strength in some of the competing oils.

At New York, last business in house grease was reported at 3¾c f.o.b. Yellow and house were quoted at 3¾c asked; A white, 3¾@3½c nominal; B white, 3¾@3½c; choice white for export, 3½@4c nominal.

At Chicago, greases were steady to strong, with offerings light. A fairly good demand was in evidence for both the nearby and later shipments. At Chicago, brown was quoted at 2½c; yellow, 2½@3c; B white, 3c; A white, 3½c; choice white, all hog, 3¾@3½c.

### NEW GELATIN AND GLUE DUTIES.

Increased duties on the specific rates for inedible gelatin and glue and a decrease in the ad valorem rate as recommended by the Tariff Commission have been approved by the President. The Commission began its study on Feb. 21, 1931, and confined its cost study to hide glue and extracted bone glue as being representative of the lower duty (valued at less than 40 cents per lb.) and to photographic gelatin as being representative of the higher duty (valued at 40 cents or more per lb.)

Germany is the principal source of imports of hide glue, extracted bone glue, and photographic gelatin; New York City and Philadelphia are the principal markets in the United States for the domestic and foreign hide and extracted bone glue; and Rochester, N. Y., is the principal market in the United States for both the domestic and foreign photographic gelatin.

The Commission found, regarding lower duty, that the duty collectible as fixed by the Act of 1930, namely 25 per centum ad valorem and 2 cents per pound, was, in the case of hide glue in excess of, and in the case of extracted bone glue less than, the difference between the domestic and the foreign cost of production including transportation and other delivery charges to the principal markets in the United States. Because of the difficulty in distinguishing between the hide glue and the bone extracted glue it is impracticable, the Commission reported, to establish separate rates of duty. Excess of domestic over foreign costs for both kinds of glue could, the Commission reported, be more nearly equalized by readjusting the relationship between the specific and the ad valorem parts of the present duty. Therefore a specific compound duty of 20 per centum ad valorem and 2½ cents per pound were specified. The specific part of the duty is increased ½ cent a pound and the ad valorem part is decreased 25 per cent.

Regarding the higher duty, the report shows that the rate of duty fixed by the Act of 1930, namely, 25 per centum ad valorem and 8 cents per pound, equalizes the difference in costs of production, including transportation and other delivery charges to the principal market of the United States.

## By-Products Markets

### Blood.

Chicago, Aug. 25, 1932.

Little product is moving. Producers continue to ask \$1.25.

Unit Ammonia.

Ground and unground.....\$1.00@1.25

### Digester Feed Tankage Materials.

Further strength had developed in this market.

Unit Ammonia.

Unground, 11½ to 12% ammonia.....\$1.35@1.50  
Unground, 6 to 8% ammonia.....1.60@1.65  
Liquid stick .....50@.75

### Dry Rendered Tankage.

Offerings are light and demand good.

Hard pressed and exp. unground  
per unit protein.....\$ .45@ .50  
Soft prod. pork, ac. grease & qual-  
ity, ton .....@20.00  
Soft prod. beef, ac. grease & qual-  
ity, ton .....@14.00

### Packhouse Feeds.

Market continues firm on steady demand.

Per Ton.  
Digester tankage, meat meal.....\$25.00@30.00  
Meat and bone scraps, 60%.....25.00@30.00  
Steam bone meal, special feeding  
per ton .....@22.00  
Raw bone meal for feeding.....@22.00

### Fertilizer Materials.

No change in this market. Sales of high grade made at \$1.00@1.10 & 10c.

High grd. ground 10@12% am. \$1.00@1.10 & 10c  
Low grd. and ungr. 6-9% am. 1.00@1.10 & 10c  
Bone tankage, ungrd., low gd.  
per ton .....11.00@12.00  
Hoof meal .....80@.90

### Bone Meals (Fertilizer Grades).

Stocks of ground steam bone meal very light. Inquiries are not numerous.

Steam, ground, 3 & 50.....\$ @22.00  
Steam, unground, 3 & 50.....@13.00

### Gelatine and Glue Stocks.

Trading reported light. Prices are largely nominal.

Per Ton.  
Kip stock .....\$10.00@12.00  
Calf stock .....15.00@18.00  
Sinews, pizzles .....@10.00  
Horn piths .....16.00@17.00  
Cattle jaws, skulls and knuckles.....18.00@19.00  
Hide trimmings (new style).....4.00@ 6.00  
Hide trimmings (old style).....6.00@ 8.00  
Pig skin scraps and trim., per lb. 2@2½c

### Horns, Bones and Hoofs.

Offerings of packer bones limited, with demand fair.

Per Ton.  
Horns, according to grade.....\$30.00@150.00  
Mfg. shin bones.....65.00@110.00  
Cattle hoofs .....10.00@12.00  
Junk bones .....@12.00  
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Animal Hair.

Hog hair market easy. Prices nominal.

Summer coil and field dried.....½@ 1c  
Winter coil dried.....¾@ 1c  
Processed, black winter, per lb.....2 @ 2½c  
Processed, grey, winter, per lb.....1½@ 2c  
Cattle, switches, each.....½@ ¾c

\*According to count.

### WHEN YOU WANT A GOOD MAN.

When in need of expert packhouse workers watch the classified pages of THE NATIONAL PROVISIONER.



## WORLD OIL PRODUCTION.

Preliminary figures on the world production of cottonseed oil indicate that the production for 1931-32 will be slightly larger than during the previous corresponding period. According to present indications this year's crop will total 12,350,000 short tons, compared with 11,625,000 short tons last year and 12,496,000 in 1928 and 1929. The cotton seed crop far exceeds all other oil producing seeds grown in the United States.

The coconut crop during the past year was exceptionally good in the Dutch East Indies. During the early part of the present year shipments from there were 10 per cent higher than a year ago due to a better demand. Freight to Europe has been reduced so that Dutch East Indian exporters can now compete with producers in Ceylon and British Malaya. During the first quarter of the present year shipments from Java and Madura were approximately five times greater than during the whole of 1931.

Exports of copra and coconut oil from Philippine Islands increased slightly during the past year. In Ceylon the yield was particularly low on account of last year's drought and curtailment of acreage. Shipments of copra from Ceylon decreased during the past year on account of the small crop and the increased utilization of coconut oil in India. Low prices prevailed throughout the year.

Although the world production of soy beans is slightly more this year than last, it is still about 1,300,000 short tons less than the record crop of 1930. Indications are the crop for the coming year will be even less than in 1931 in Manchuria, which is the largest producer of soy beans and supplies 97 per cent of the soy beans exported from China. The export movement of the 1931 crop of soy beans was much larger than expected. Prices are somewhat lower than last year.

India, which supplies about 54 per cent of the world's commercial supply of peanuts, reports a crop of 3,346,528 short tons for the season 1931-32 compared with 2,988,126 short tons during the previous season. This is the largest crop of peanuts produced in India since the 1928-29 season when 3,596,287 short tons were harvested. The crop of peanuts in Nigeria is also reported to be in excess of the previous season's supply. The use of peanut oil as a food oil is steadily increasing in the European countries, especially in France.

Africa is the main source of supply for palm oil. Nigeria is the world's largest exporter of palm kernels. The average annual export is about 280,000 short tons. Sierra Leone, the Gold Coast and Gambia are also larger producers of oil palm products. The world exports of palm oil and palm-kernel oil increased about 20,000 short tons each in the season 1930-31.

## VEGETABLE OIL IMPORTS.

Total imports of vegetable fats and oils, including the oil equivalent of seeds, nuts and kernels, into the United States during 1931 show a decline of 5.8 per cent compared with those for 1930, according to the U. S. Department of Agriculture.

Imports into the United States of

seeds, nuts and kernels for oil extraction purposes during 1931 amounted to 816,000 short tons, with an oil equivalent of 364,000 short tons, as compared with 788,000 short tons of oleaginous raw materials, with an oil equivalent of 373,000 short tons in 1930. The lower oil equivalent of the raw material imports during 1931 was the result of reduced imports of commodities with a high oil content, such as coconut meat and copra. Imports of vegetable oils, as such, amounted to 451,000 short tons in 1931 as against 509,000 short tons in 1930.

## YEAR'S MARGARINE PRODUCTION.

Margarine production for the fiscal year ending June 30, 1932, compared to production for the two years preceding, is reported as follows by the U. S. Bureau of Internal Revenue:

	1929-30. Lbs.	1930-31. Lbs.	1931-32. Lbs.
July	24,874,549	20,976,397	11,271,191
Aug.	28,420,583	23,071,450	16,074,886
Sept.	30,587,436	28,554,335	18,835,622
Oct.	36,590,072	32,191,391	23,965,443
Nov.	33,489,066	29,653,136	22,137,563
Dec.	32,883,627	29,966,792	25,173,951
Jan.	32,546,247	25,740,139	20,388,015
Feb.	28,404,243	20,384,955	17,231,936
Mar.	26,022,288	21,154,488	18,973,126
Apr.	28,628,419	19,619,009	16,683,519
May	24,811,864	14,911,933	14,337,818
June	21,904,580	12,836,063	12,111,278
Total, 12 mos.	349,123,725	277,791,110	215,183,422

## P. &amp; G. PLANTS IN EUROPE.

Satisfactory expansion of the European business of the Procter & Gamble Co. is to result in the construction of two new factories for the company's British affiliate, Thomas Hedley & Co., Ltd., according to reports from abroad. It is not expected that the plants will be ready until the late spring of 1933. A full line of both British and American soap products of an annual worth of about 2,000,000 pounds is planned for production. Procter & Gamble Co. is also interested in Continental soap manufacture and distribution and has several times been reported in negotiations for the Camay interests.

## COTTON OIL FINANCES.

Chickasha Cotton Oil Co. net loss for year ended June 30, 1932, was \$165,902, after all charges. In addition to carrying inventory at cost or market, a general inventory reserve of \$200,000 was set up for future contingencies, making a total amount charged to surplus of \$365,902. In the preceding fiscal year, net income was \$227,503, equal, after 7 per cent preferred dividends, to \$1 a share on 134,953 common.

## OIL AND FAT EXPORTS.

Statistics on the exports of oils and fats from the United States during 1931 show an increase of 8.5 per cent over 1930, including the oil equivalent of exported oleaginous raw materials. Exports of animal fats and oils declined 9.5 per cent. The decline in the export of animal products was due to the smaller shipments of lard and lard compounds, tallow, oleo and lard stearine, and oleo oil.

## HULL OIL MARKETS.

Hull, England, Aug. 24, 1932. — (By Cable.)—Refined cottonseed oil, 25s; Egyptian crude cottonseed oil, 22s 6d.

## COTTON OIL TRADING.

COTTONSEED OIL — Demand for store oil was moderate, but there was no pressure of supplies and prices were sharply higher with futures. Southeast and Valley crude sold at 4c. Southeast was later quoted at 4c nominal. Valley was unquoted; Texas, 3% @ 3%.

Market transactions at New York:

Friday, August 19, 1932.

		—Range—		—Closing—	
		Sales.	High.	Low.	Bid. Asked
Spot	.....	.....	.....	.....	450 a Bid
Aug.	.....	.....	.....	.....	450 a Bid
Sept.	.....	2	470	470	472 a 475
Oct.	.....	1	476	476	476 a ....
Nov.	.....	.....	.....	.....	475 a 485
Dec.	.....	1	480	485	485 a ....
Jan.	.....	11	485	485	485 a ....
Feb.	.....	.....	.....	.....	486 a 500
Mar.	.....	2	497	497	498 a 501

Sales, including switches, 17 contracts. Southeast crude, 3% @ 4c.

Saturday August 20, 1932.

Spot	.....	.....	.....	.....	470 a ....
Aug.	.....	.....	.....	.....	470 a ....
Sept.	.....	.....	.....	.....	474 a 475
Oct.	.....	.....	.....	.....	475 a 485
Nov.	.....	.....	.....	.....	477 a 487
Dec.	.....	.....	.....	.....	480 a 490
Jan.	.....	.....	.....	.....	486 a 490
Feb.	.....	.....	.....	.....	488 a 499
Mar.	.....	1	502	502	502 a ....

Sales, including switches, 1 contract. Southeast crude, 3% @ 4c.

Monday, August 22, 1932.

Spot	.....	.....	.....	.....	485 a ....
Aug.	.....	.....	.....	.....	485 a ....
Sept.	.....	8	488	480	489 a 495
Oct.	.....	1	490	490	490 a 495
Nov.	.....	.....	.....	.....	492 a 496
Dec.	.....	11	495	494	495 a ....
Jan.	.....	3	499	488	499 a 501
Feb.	.....	.....	.....	.....	501 a 520
Mar.	.....	14	515	505	515 a 518

Sales, including switches, 37 contracts. Southeast crude, 3% @ 4c.

Tuesday, August 23, 1932.

Spot	.....	.....	.....	.....	480 a ....
Aug.	.....	.....	.....	.....	479 a ....
Sept.	.....	11	495	493	494 a 496
Oct.	.....	3	496	495	494 a 497
Nov.	.....	.....	.....	.....	494 a 505
Dec.	.....	5	504	500	498 a 502
Jan.	.....	14	508	504	500 a 508
Feb.	.....	.....	.....	.....	505 a 520
Mar.	.....	6	519	518	516 a 519

Sales, including switches, 44 contracts. Southeast crude, 4c sales and bid.

Wednesday, August 24, 1932.

Spot	.....	.....	.....	.....	500 a Bid
Aug.	.....	.....	.....	.....	500 a Bid
Sept.	.....	3	506	493	506 a 513
Oct.	.....	14	504	495	504 a 508
Nov.	.....	10	508	508	505 a 512
Dec.	.....	26	505	505	508 a 514
Jan.	.....	12	512	508	512 a 511
Feb.	.....	.....	.....	.....	518 a 530
Mar.	.....	16	528	518	527 a 531

Sales, including switches, 81 contracts. Southeast crude, 4c nom.

Thursday, August 24, 1932.

Spot	.....	.....	.....	.....	490 a ....
Sept.	.....	.....	.....	.....	520 a 533
Oct.	.....	.....	.....	.....	522 a 520
Nov.	.....	.....	.....	.....	527 a 525
Dec.	.....	.....	.....	.....	540 a 536
Jan.	.....	.....	.....	.....	535 a 538

See page 40 for later markets.

# Vegetable Oil Markets

## WEEKLY REVIEW

Trade Large—Market at New Highs—  
Outside Interest Growing—Cotton  
Damage Factor—Crude Tight—Cash  
Trade Fair—Lard Firm—Cotton at  
New Highs.

The cotton oil future market the past week continued to enjoy the largest trade witnessed during the past season or two, and was distinctly strong throughout the period, going to new highs for the move and the season. It was quite apparent that outside speculative interest was on the increase, and the market responded to absorption through commission and wire houses and covering by shorts.

At the high point on Wednesday, September was up 166 points from the season's lows; October, 159 points; November, 153; December, 145. March was up 95 points from the extreme lows. The chief bullish incentive was unfavorable weather in the South and a tendency to lower cotton crop ideas. It was apparent at times that stop-loss orders were caught. Although considerable realizing and hedge selling materialized on the swells, the market was very stubborn to pressure, and maintained all of the gains.

A rather firm situation in the crude market, steadiness in lard in the face of easier hog prices, and a notable advance in the cotton market to new season's highs were factors. Continued strength in the securities markets, and a little more cheerful tone in the business news generally were additional stimulating factors.

### Crop Estimates Smaller.

While sentiment in oil is divided, due to the record carryover, there was no disposition on the part of the trade or professionals to attempt to stem the advance. A short while ago there was somewhat of a skeptical attitude re-

garding the recent government cotton estimate, some feeling that the low figures might have been shaped for political reasons. This attitude was entirely eliminated the past week. Well versed interests in the cotton trade predicted an even smaller outturn, with some talking a crop of under 11,000,000 bales.

An unfavorable weekly weather report gave further color to the smaller crop ideas, as did also the fact that some buying of oil appeared to be coming from parts of the South. This led some in the trade to place further confidence in the unfavorable crop news.

Liquidation in the nearby deliveries appeared to be readily taken care of. On the bulges in the later deliveries interests with refiners' connections were on the selling side, supposedly putting out hedges. This selling was done cautiously and with an apparent intent not

to disturb the market's trend. Fair selling of oil came into the market through wire houses, but pit observers were inclined to put a good part of this down to refiners' account also.

The first Government ginning report placed ginnings to August 16 at 251,183 bales, against 90,608 bales the same time last season, and 572,810 bales the same time two season's ago. This had little or no influence on the market.

### Crude Markets Steady.

Crude markets continued rather tight. Sales in the Southeast and Valley were made at 4c, with the Southeast later quoted at 4c nominal. In Texas, crude was quoted at 3 3/4 @ 3 1/2 c. Cash oil demand was reported fair to moderate during the week. There were some indications that the advancing price tendency had induced consumers to take hold in some cases. Actual oil, while in liberal supply, was very firmly held.

Part of the trade in the future market this week was in the way of spreading between lard and oil. January oil, at one time, went to 10 points premium over Chicago January lard, a most unusual situation. Later the two deliveries were selling at the same prices.

Both eastern and western interests appeared to have bought lard and sold oil in a moderate way. Some of the leading commission houses were advocating the spread. These felt that sooner or later oil will adjust to somewhat of a more normal parity under lard. Whether or not this adjustment takes place by a more rapid advance in lard values or by a setback in oil few cared to predict.

The weekly weather report said that for the first time this summer the average temperatures over the cotton belt during the week were below normal. Rainfall was frequent and moderate to heavy in most places from the Mississippi Valley eastward. There was again considerable rain in much of Texas. Central Oklahoma also had substantial amounts. The most important feature of the week's weather was the favoring of weevil activity by frequent showers over much of the belt.

COCOANUT OIL—While the volume

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 25, 1932.—Active to higher markets in cotton oil have ruled daily on account of crop reports and bulging cotton and stocks prices. Crude is steady at 4c lb. in all directions. Bleachable is firm at 4.80c lb. loose New Orleans. Unless hogs, lard and grains advance substantially, cotton oil price is likely to decline when numerous mills begin crushing in the near future as only a few have sold products ahead.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Aug. 25, 1932.—Crude cottonseed oil, 4c lb. bid; forty-one per cent protein cottonseed meal, \$17.50; loose cottonseed hulls, \$1.00.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Aug. 25, 1932.—Prime cottonseed oil, 4c; forty-three per cent meal, \$13.75; hulls, \$4.00.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G.H. Hammond Company**

Chicago,  
Illinois

**HAMMOND'S**  
**Mistletoe**  
**MARGARINE**

of activity in this market was limited the past week, following the better demand the previous week, the market maintained the recent advances. Offerings were limited. At New York, tanks were quoted at 3½c. At the Pacific Coast, tanks were quoted at 3½@3¾c.

**CORN OIL**—Demand has been less active, but continues firm at the best levels of the recovery. Prices are quoted at 4½@4¾c Chicago. Strength in cotton oil had some effect.

**SOYA BEAN OIL**—A steady position but a quiet trade was indicated in this quarter. Tanks at New York were quoted at 3½@3¾c; tanks f.o.b. southern mills, 3c.

**PALM OIL**—Consumers demand has not been active. As a result, trade has been slow. Prices, however, held fairly steady, being influenced by strength in competing markets. At New York, spot Nigre casks were quoted at 3@3½c; shipment, 2.70c; spot Lagos casks, 3½c; shipment, 3¾c; 12½ per cent acid bulk, 3c; 20 per cent softs, 2.95c.

**PALM KERNEL OIL**—Demand was moderate and routine, but the market was a trifle better. Bulk oil at New York was quoted at 3½@3.55c.

**OLIVE OIL FOOTS**—A fair consumer demand was noted in this market and prices were distinctly stronger. At New York, spot barrels were quoted at 5@5½c; shipment, 4½@4¾c.

**RUBBER SEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market was quiet but steady, with offerings light. Tanks f.o.b. southern mills were quoted at 3½@4c.

#### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Aug. 24, 1932.

Price of cottonseed meal held firm today in a market which started off quietly but ended in considerable activity. September was maintained at \$17.10. Tired longs in this position sold September and bought October at 50c higher. Hedge selling made its appearance in October at \$17.60, which furnished a basis for the entire market. November sold at \$18.00. It would appear that the large open interest in September which has been rather menacing is well taken care of and contracts have passed into strong hands. At one time the market was up 40 points or \$2.00 a bale.

Demand for actual cottonseed meal has subsided somewhat, but this is to be expected after the recent heavy buying. Mills are unwilling to name prices on new crop meal due to the uncertainty of the price of cotton seed. The market closed steady.

Cottonseed market was advanced 50c per ton. Sellers were again conspicuous by their absence, and the market was easily bid up to \$16.00 for December without bringing out any seed. Under the present conditions further advances may be expected until the market reaches a point at which it will prove attractive to sellers. With favorable weather, the movement of seed in the central belt will get under way in the next ten days and fortunately it will find a market sufficiently well established to sustain the hedge pressure which will develop.

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products developed a reactionary trend the latter part of the week, following outside markets, with week-end realizing in lard. Commission house support was limited on the set-backs. Hogs are firmer. Official lard exports for the week ended August 20 were 1,470,000 lbs.; last year, 7,147,000 lbs.

#### Cottonseed Oil.

Cotton oil was active and easier on less aggressive outside support and realizing due to setback in cotton and lard. Pressure was light owing to unfavorable crop reports. Crude is nominal at 4c lb.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Sept., \$5.07@5.20; Oct., \$5.05@5.13; Nov., \$5.05@5.15; Dec., \$5.05@5.09; Jan., \$5.05@5.11; Feb., \$5.05@5.30; Mar., \$5.15@5.30; Apr., \$5.12@5.30.

Prime summer yellow unquoted.

#### Tallow.

Tallow, extra, 3½c f.o.b. sales.

#### Stearine.

Stearine, 6¼c.

#### Friday's Lard Markets.

New York, Aug. 26, 1932. — Lard, prime western, \$5.75@5.85; middle western, \$5.60@5.70; city, 5½c; refined continent, 6¼c; South American, 6¼c; Brazil kegs, 7c; compound, 6¼@7c.

### HIDE PRICE DIFFERENTIALS.

The adjustment committee of the New York Hide Exchange on August 19, 1932, fixed the following price differentials between basis, premium, and discount grades of hides which may be delivered against Exchange contracts. These differentials are effective August 22, to prevail until further notice.

Following differentials are based on hides taken off in the United States and Canada in non-discount months of July, August and September, and on hides taken off in the Argentine in non-discount months of December, January and February.

#### FRIGORIFICO.

	Cents per lb.
Steers .....	1.40 premium
Light steers .....	2.40 premium
Cows .....	2.15 premium
Ex. lt. cows and steers .....	1.10 premium

#### PACKER.

Heavy native steers .....	.50 premium
Ex. lt. native steers .....	No differential
Heavy native cows .....	.50 discount
Light native cows .....	No differential
Hy. butt branded steers .....	No differential
Heavy Colorado steers .....	.50 discount
Heavy Texas steers .....	No differential
Light Texas steers .....	.75 discount
Ex. lt. Texas steers .....	.50 discount
Branded cows .....	.50 discount

#### PACKER TYPE.

Native cows and steers .....	.50 discount
Branded cows and steers .....	1.00 discount

#### PACIFIC COAST.

Steers (native and branded) .....	.50 discount
Cows (native and branded) .....	.50 discount

Differentials on frigorifico hides are based on delivery from dock or warehouse, duty paid.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Aug. 26, 1932.—General provision market quiet and unchanged. Fair demand for hams and picnics; very poor demand for pure lard.

Friday's prices were as follows: Hams, American cut, 68s; hams, long cut, 78s; shoulders, square, none; picnics, 50s; short backs, none; bellies, clear, 52s; Canadian, 50s; Cumberlands, none; spot lard, 50s.

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Aug. 20, 1932:

Point of origin.	Commodity.	Amount.
Argentina—Canned corned beef .....		23,400 lbs.
Canada—Bacon .....		2,183 lbs.
Canada—Pork cuts .....		105 lbs.
Canada—S. P. hams .....		30,000 lbs.
England—Bacon .....		944 lbs.
England—Ham .....		137 lbs.
Germany—Sausage .....		2,558 lbs.
Germany—Bacon .....		2,043 lbs.
Germany—Ham .....		3,037 lbs.
Hungary—Salami .....		276 lbs.
Ireland—Bacon .....		1,252 lbs.
Italy—Ham .....		2,780 lbs.
Italy—Salami .....		150 lbs.

### N. Y. HIDE EXCHANGE FUTURES.

Monday, August 22, 1932—Old Contracts—Close: Sept. 5.70@5.80; Dec. 6.83@6.90; Mar. 7.25n. Sales 1 lot.

New—Close: Sept. 5.50@5.75; Dec. 6.35n; Mar. 7.70@7.75; June 8.30@8.35. Sales 11 lots.

Tuesday, August 23, 1932—Old Contracts—Close: Sept. 5.80 sale; Dec. 6.85 sale; Mar. 7.30n. Sales 22 lots.

New—Close: Sept. 5.65 bid; Dec. 6.45n; Mar. 7.75@7.80; June 8.40@8.45. Sales 35 lots.

Wednesday, August 24, 1932—Old Contracts—Close: Sept. 5.70@5.89; Dec. 6.79 sale; Mar. 7.25 nom. Sales 4 lots.

New—Close: Sept. 5.65 bid; Dec. 6.40n; Mar. 7.74 sale; June 8.35@8.45. Sales 18 lots.

Thursday, August 25, 1932—Old Contracts—Close: Sept. 5.85@5.90; Dec. 6.85@6.89; Mar. 7.35 nom. Sales 27 lots.

New—Close: Sept. 5.80@5.90; Dec. 6.50n; Mar. 7.80@7.85; June 8.45@8.55. Sales 49 lots.

Friday, August 26, 1932.—Old Contracts—Close: Sept. 5.90 sale; Dec. 7.00 sale; Mar. 7.45n. Sales 19 lots.

New Contracts—Close: Dec. 6.60n; Mar. 7.90@7.95 sale; June 8.55@8.65. Sales 39 lots.

The hide exchange is closed on Saturdays during July and August.

### WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Aug. 20, 1932:

Week ending	New York.	Boston.	Phila.
Aug. 20, 1932 .....	7,802		
Aug. 13, 1932 .....	5,447	1,000	
Aug. 6, 1932 .....	8,229		8,869
July 30, 1932 .....	8,802		
Aug. 22, 1931 .....	338,576	45,234	173,473
Aug. 15, 1931 .....	11,239	3,041	20,961
Aug. 15, 1931 .....	71,959	33,069	20,961
	585,244	55,000	247,071



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—Following a fair trade last week in which a  $\frac{1}{2}$ c increase was secured in all descriptions moving, there has been little activity this week. Prices have been well maintained, tanners bidding last sale prices and packers asking  $\frac{1}{2}$ c up.

It was estimated that 70,000 to 75,000 hides changed hands last week. This was about equal to the week's kill. The new high for the year was established early last week when heavy native steers moved at 7c. Later in the week light native cows and ex-light native steers sold at the same figure.

The accumulation of hides which the big packers had a couple of months back are now well out of the way and the market now appears to be well established on the basis of last trading.

A helpful feature has been continual improvement in leather prices. Sellers report a better demand for calf and side leather. The market for sole leathers is on an average from 1@3c higher than it was thirty days ago and there has been about the same advance in uppers, both calf and sides.

Trading opened with the sale of a small lot of light native cows at 7c Chicago freight basis. The sale of 900 Salt Lake branded steers at a price equal to 6 $\frac{1}{2}$ c Chicago was also reported. These were June, July and August take-off.

Later in the week one large packer moved 1,900 August forward native cows at 7c, 1,400 Colorados, August forward, at 6 $\frac{1}{2}$ c, 1,000 light native steers, July forward, at 7c, and 700 butts, August forward, at 6 $\frac{1}{2}$ c. Another large packer sold 2,000 July-August light native cows at 7c and 700 Colorados at 6 $\frac{1}{2}$ c.

Heavy native steers last sold at 7c and 7 $\frac{1}{2}$ c is now asked. Extremes are quoted 7c.

Heavy native cows have been inactive but are also quoted  $\frac{1}{2}$ c up, or 6 $\frac{1}{2}$ c. Last sales of branded cows were at 6c. Last sales of native bulls was at 4 $\frac{1}{2}$ c; branded 4c.

**SMALL PACKER HIDES**—Trading has also been dull in the small packer hide market, few hides being moved. Bids are reported fair, however, at last trading prices, but there has been some hesitancy in accepting bids,  $\frac{1}{2}$ c advance over last trading prices now being generally asked. Last sales of all-weight was at 5 $\frac{1}{2}$ c for natives and 5c for branded.

The packer hide association moved two units of light native cows during the week at 7c and one unit of Colorado steers at 6 $\frac{1}{2}$ c. Later bids of 7c for light cows were reported.

Last sales reported in the Pacific Coast market was 5,000 hides at 4c for steers and 4 $\frac{1}{2}$ c for cows. Offerings are now being held at  $\frac{1}{2}$ c above these prices. Most packers are still holding August hides.

**FOREIGN WET SALTED HIDES**—No advices of any trading in South American hides had been received in Chicago up to the latter part of the week. Trading has been moderate there the past couple of weeks due to the absence of European buyers, most of the business during this time coming to this country. The market, however, is apparently strong. Last trading reported

was 4,000 LaPlatas at \$20.50, equal to 6 $\frac{1}{2}$ c c.i.f. New York, and 4,000 San-sinenas at \$21.00, equal to 6 $\frac{1}{2}$ c. Previous sales had been at \$20.00 or 6 $\frac{1}{2}$ c.

**COUNTRY HIDES**—While the country hide market continues strong in sympathy with the packer hide market, tanners have been slow to follow the upturn. Offerings, however, are light and trading has been further restricted by the tendency of dealers to avoid trading on a rising market, with the idea of regaining losses as far as is possible. Practically all descriptions are being quoted on the basis of last trading prices. All-weight hides are being quoted at 4 $\frac{1}{2}$ c; heavy steers and cows, 3 $\frac{1}{2}$ c; extremes, 5 $\frac{1}{2}$ c; butts, 4 $\frac{1}{2}$ c; bulls, 2 $\frac{1}{2}$ @3c.

**CALFSKINS**—If there was any considerable trading in calfskins this week it was done quietly and quantities and prices were not reported. However, packer stocks are well cleaned up to August, and offerings have been light.

In the absence of any considerable trading, offers are being made on the basis of  $\frac{1}{2}$ c up from last trading. Last reported sale was 25,000 July north-erns at 8c for allweights.

Last sales of Chicago city calf were as follows: 8/10-lb., 5 $\frac{1}{2}$ c; Detroit city 10/15-lb., 7 $\frac{1}{2}$ c; Chicago 10/15-lb., 7 $\frac{1}{2}$ c.

Outside city sales ranged from 6@6 $\frac{1}{2}$ c for 8/15-lb.; mixed cities and countries, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c. Chicago city light calf and deacons last sold at 40c.

**KIPSKINS**—Last trading in packer July kipskins last week was at 7 $\frac{1}{2}$ c for straight northers. July overweights are being offered in a number of directions at 7c for northers and 6 $\frac{1}{2}$ c for southers; branded 6 $\frac{1}{2}$ c.

The small packer association this week moved fair quantities of two descriptions at  $\frac{1}{2}$ c up over last trading prices—native kips, 7c; overweights, 6 $\frac{1}{2}$ c. On the strength of these sales, it was reported that a couple of packers had advanced their offers on these descriptions to 8c for natives and 7 $\frac{1}{2}$ c for overweights.

Later one packer sold a car of Southern July kipskins at 7 $\frac{1}{2}$ c, an advance of  $\frac{1}{2}$ c or the same price at which northern kips changed hands last week.

Packer July regular slunks last sold at 40c.

**HORSEHIDES**—Horsehides have firmed up again this week, although there has not been much trading. Good city renderers are quoted \$1.90@2.00. Mixed city and country lots continue to be quoted at \$1.50@1.74, some ranging as much as 25c less.

**SHEEPSKINS**—Dry pelts continue to be offered at 5c. Some sales, a couple of cars, reported at this figure. One packer moved shearing this week at 20c for No. 1's and 15c for No. 2's, steady with last week. Some packers are now asking 25c for No. 1's. Pickled skins are unchanged at \$2.25, for blind ribby lambs at Chicago. Sales are reported at this figure. Ribby lambs are offered at \$1.37. Bids of \$1.62 $\frac{1}{2}$  reported for straight run of lambs; offerings being held at \$1.75.

Last trading in straight run at New York reported at \$1.75. Straight lamb pelts are moving at about 20c. Outside packer woolled pelts around 40c.

## New York.

**PACKER HIDES**—Market is strong this week. One packer sold about 1,000 August native steers at 7 $\frac{1}{2}$ c, up  $\frac{1}{2}$ c over last previous sale, and butts at 6 $\frac{1}{2}$ c, also up  $\frac{1}{2}$ c. A sale of 3,000 Colorados at 6 $\frac{1}{2}$ c, is also reported. Later a parcel of native and branded steers moved at 7 $\frac{1}{2}$ c. Butts were reported taken at 7c and Colorados 6 $\frac{1}{2}$ c.

**COUNTRY HIDES**—No sales reported in the country hide market, but offerings have been advanced on the strength and advance in prices in packer hides. Last sales of buff weights were at 4 $\frac{1}{2}$ @4 $\frac{1}{2}$ c; extremes, 5@5 $\frac{1}{2}$ c.

**CALFSKINS**—In the absence of trading bids are at last trading prices, but packers are reluctant to move skins on this basis in view of the firmer tone in the market. One lot of 5/7 special skins are reported moving to a specialty tanner this week at 70c. Cities are quoted around 60c; 7/9's, 80@90c. Collector's skins, 9/12's, last sold at \$1.10. Packer calf quoted at \$1.25; veal kips, 12/17-lb., \$1.25@1.35.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended August 20, 1932, were 4,421,000 lbs.; previous week, 5,380,000 lbs.; same week last year, 3,437,000 lbs.; from January 1 to August 20 this year, 117,878,000 lbs.; same period a year ago, 136,757,000 lbs.

Shipments of hides from Chicago for the week ended August 20, 1932, were 3,751,000 lbs.; previous week, 3,344,000 lbs.; same week last year, 5,271,000 lbs.; from January 1 to August 20 this year, 151,506,000 lbs.; same period a year ago, 120,223,000 lbs.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended August 26, 1932, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ended Aug. 26.		Prev. week.	Cor. week, 1931.
Spr. nat. strs. ....	7½ @ 8		7½ @ 8n	10½ @ 11n
Hvy. nat. strs. ....	7 @ 7½		@ 7	9b @ 10ax
Hvy. Tex. strs. ....	6½ @ 7		@ 6½	9 @ 10n
Hvy. butt brand'd strs. ....	@ 7ax		@ 6½	9 @ 10n
Hvy. Col. strs. Ex-light Tex. strs. ....	@ 6½ax		@ 6	8½b @ 9½ax
Brand'd cows Hvy. nat. cows	@ 6½ax		@ 6	@ 9n
Lt. nat. cows	@ 7		@ 6½	8½ @ 9½ax
Nat. bulls	@ 4½n		@ 4½n	@ 5n
Brand'd bulls.	@ 4n		@ 4n	5 @ 5½n
Calfskins	8 @ 8½	8	@ 8½	12½ @ 13½n
Kips, nat. ..	@ 7½		@ 7½	12 @ 12½n
Kips, ov-wt. .	@ 7		@ 7ax	11 @ 11½n
Kips, brand'd.	@ 6½		@ 6½ax	9 @ 9½n
Slunks, reg.	@ 40		@ 40	@ 30
Slunks, hris.	25 @ 30	25	@ 30	@ 30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 6 $\frac{1}{2}$ ax	@ 6ax	9 @ 9 $\frac{1}{2}$ n
Branded	@ 6ax	@ 5 $\frac{1}{2}$ ax	8 @ 8 $\frac{1}{2}$ n
Nat. bulls	@ 4 $\frac{1}{2}$ n	@ 4 $\frac{1}{2}$ n	@ 6n
Brand'd bulls	@ 4n	@ 4n	@ 5n
Calfskins	@ 4n	@ 4 $\frac{1}{2}$ n	@ 5 $\frac{1}{2}$ n
Kips	6 $\frac{1}{2}$ @ 7	6 @ 6 $\frac{1}{2}$ n	10 @ 11n
Slunks, reg.	30 @ 35	30 @ 35n	@ 70
Slunks, hris.	20 @ 25	20 @ 25n	@ 25

COUNTRY HIDES.			
Hvy. steers	@ 3 $\frac{1}{2}$	@ 3 $\frac{1}{2}$	@ 6n
Hvy. cows	@ 3 $\frac{1}{2}$	@ 3 $\frac{1}{2}$	@ 6n
Butts	@ 4 $\frac{1}{2}$	@ 4 $\frac{1}{2}$	@ 6 $\frac{1}{2}$ n
Extremes	@ 5 $\frac{1}{2}$	@ 5 $\frac{1}{2}$	@ 8
Bulls	2 $\frac{1}{2}$ @ 3	2 $\frac{1}{2}$ @ 3n	@ 4ax
Calfskins	@ 5	@ 5	8 $\frac{1}{2}$ @ 9n
Kips	4 $\frac{1}{2}$ @ 5	4 $\frac{1}{2}$ @ 5	8 @ 8 $\frac{1}{2}$ n
Light calf	15 @ 20n	15 @ 20n	30 @ 40
Deacons	15 @ 20n	15 @ 20n	30 @ 40
Slunks, reg.	20 @ 25n	20 @ 25n	25 @ 35
Slunks, hris.	@ 5n	@ 5n	5 @ 10n
Horsehides	1.90@2.00	1.50@2.00	2.00@3.00

SHEEPSKINS.			
Pkr. lambs	.....	.....	.....
Sml. pkr. lambs	@ 40	@ 40	@ 55
Pkr. shearings	@ 25	@ 20	@ 70
Dry pelts	@ 5	@ 5	@ 10 $\frac{1}{2}$

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Aug. 25, 1932.

**CATTLE**—Compared with a week ago: Good and choice fed steers, 15@25c higher; others, steady to strong; light steers and long yearlings grading good and better steady to 25c lower; lower grades, mostly 25c down, instances slightly more. General run of grass steers was 25c lower both on killer and stocker account. General market closed very active, however, with better grade weighty steers at new high for season, \$10.00 having been paid for 1,323-lb. averages. Upper crust mediumweight and weighty steer cron, \$9.50 upwards. Best long yearlings topped at \$9.50; heifer yearlings, \$8.00; heavy kosher heifers, \$8.25. Yearling and butcher heifers closed steady to 25c lower for week; beef cows, strong to 25c higher; culler cows, mostly 15@25c up; bulls, 15@25c lower; vealers, approximately steady. Run was larger than week earlier; weighty steers scarce; very few light heifers and mixed yearlings in run. Bulk grainfed steers, \$7.25@9.25; grassers, \$4.25@6.25.

**HOGS**—Compared with one week ago: Market mostly 10c higher; packing sows, 15@25c up. Early declines more than recovered on late upturn; scarcity a factor in advance on packing sows; total receipts locally slightly reduced. Week's top, \$4.90, paid today; late bulk 180 to 220 lbs., \$4.75@4.85; 230 to 260 lbs., \$4.50@4.75; 270 to 310 lbs., \$4.25@4.50; 320 to 400 lbs., \$3.65@4.10; 140 to 170 lbs., \$4.50@4.75; medium kinds, down to \$4.00; pigs, \$3.85@4.35; packing sows, \$3.40@3.80; smooth lightweight, \$3.85@4.00; extreme weights, \$3.35 down.

**SHEEP**—Compared with week ago: Killing classes weak to 25c lower, in-between grade lambs off more in instances. Four-day receipts largest of season; price spread continued unusually wide, natives topping at \$6.75; westerns \$5.85 for the week. Closing bulks follow: Good to choice range lambs scaling 78 to 89 lbs., \$5.20@5.60; desirable natives, \$5.00@5.75; few, \$6.00@6.35; native throwouts, \$3.50@4.00; range yearlings, \$4.00@4.50; fat ewes, \$1.75@2.25.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Aug. 25, 1932.

**CATTLE**—Strictly good and choice native fed steers and yearlings were scarce, and values held steady to 25c lower for the week, the stronger weights selling to the best advantage. Other beef steers and yearlings were plentiful and are selling at mostly 25@50c lower rates. Best heavy steers sold at \$8.90, while several loads of choice

1,180- to 1,329-lb. weights brought \$8.50@8.85. Most of the fed arrivals cleared from \$7.00@8.50, while wintered and fed grassers went from \$5.75@7.25. Straight grassers predominated in the supply, and most sales ranged from \$3.40@5.25. Light mixed yearlings and she stock are weak to 25c lower, but bulls finished the week at stronger levels. Vealers held steady, with choice kinds up to \$6.00.

**HOGS**—A rather uneven trade featured the hog market, and the early declines were mostly recovered toward the close of the week. Final prices on offerings scaling 230 lbs. and down are around steady, with some of the underweights slightly higher. Medium weights and heavies are steady to 5c under last Thursday. The late top rested at \$4.40 on choice 170- to 210-lb. weights, and the bulk of the more desirable 170- to 260-lb. weights sold from \$4.25@4.40. Better grades of 270- to 325-lb. butchers ranged from \$4.00@4.25, and most of the 140- to 160-lb. weights cashed at \$4.10@4.35. Packing sows closed at 10@15c higher levels, with \$3.00@3.60 taking the bulk.

**SHEEP**—Fat lambs are steady to 10c lower for the week, with choice Colorados selling at \$5.35 and the more desirable natives and Idaho lambs going at \$5.00@5.15 at the close. Yearlings held steady, with Texas offerings going at \$3.35@3.50. Mature sheep are unchanged, with best fat ewes at \$2.00 and desirable wethers up to \$2.50.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Aug. 25, 1932.

**CATTLE**—Although the market on fed steers was very slow on most days of the week, there was only slight change from the close of the previous week. A touch of strength after mid-week resulted in choice long feds closing strong to a little higher, while other grades are mostly steady. She stock is steady to weak, while bulls and vealers held steady. Choice medium weight steers averaging, 1,260 lbs., topped for the week at \$9.20.

**HOGS**—Market Thursday to Thursday steady to mostly 10c lower; narrowing shipping demand chief factor. Thursday's top was \$4.30 on 200 lbs. Average bulks follow: 160 to 250 lbs., \$4.15@4.25; 250 to 350 lbs., \$3.70@4.25; 140 to 160 lbs., \$3.70@4.25; packing sows, \$3.00@3.60; pigs, \$2.75@3.25.

**SHEEP**—While the market on lambs fluctuated to some extent, little change is noted when comparisons are made Thursday with Thursday. Other killing classes were in light supply and are also steady. Thursday's bulk medium to choice range lambs, \$4.75@5.25; sorted native lambs, \$5.00@5.25; fed

clipped lambs, \$5.15@5.25; range yearlings, \$3.50@3.75; fed yearlings, up to \$4.00; good and choice ewes, \$1.00@1.75.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 25, 1932.

**CATTLE**—Compared with week ago: Native steers, mixed yearlings and heifers, steady to 25c lower; western grass cattle, 25@50c lower; cows and bulls, steady; vealers, 50c higher. Top 1,083-lb. yearling steers scored \$8.40, with best matured steers \$8.25 and bulk of all natives \$6.00@8.00. Most good steers made \$7.25@8.25. Western steers topped at \$6.00 and bulked at \$4.25@5.45. Bulk of good and choice mixed yearlings and heifers made \$6.50@7.40, with medium, fleshed kinds largely \$4.75@6.00 and top mixed yearlings \$7.50. Best for straight heifers was \$7.00. Cows sold largely at \$2.50@3.25; top, \$4.50; low cutters, \$1.00@1.50; top sausage bulls, \$3.00. Vealers closed at the high point or \$7.00.

**HOGS**—Porker values ruled 10@15c lower during the past Thursday to Thursday period, all weights sharing the losses. The top price Thursday was \$4.75, paid freely, while bulk of hogs turned at \$4.40@4.70; packing sows, \$3.25@3.75.

**SHEEP**—Fat lambs wound up mostly steady with a week earlier, although somewhat uneven. Small killers paid a top Thursday of \$5.75, with bulk of lambs \$5.00@5.50. Throwouts earned \$3.00; fat ewes, \$1.00@1.50.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Aug. 25, 1932.

**CATTLE**—Fat steer prices declined 25@40c the first two days, but have made some recovery. Late prices on steers, yearlings and cows are weak to mostly 25c lower. Short fed and warmed up natives and a sizable quota of grass westerns made up the receipts. Choice steers were virtually absent. Bulls found a weak demand, calves and vealers are steady. Bulk of fed steers and yearlings sold at \$6.50@7.75, with scattered lots \$8.10@8.60; best mixed yearlings, \$7.25; a few heifers, \$7.60; best fed Kansas grassers, \$7.80; other fed kinds, \$6.25@6.75; most straight grassers, \$4.00@5.75; grassy heifers, \$4.00@5.75; bulk beef cows, \$2.00@3.00; cutter grades, \$1.25@1.75; bulls, \$2.00@2.50; top vealers, \$5.50; killing calves, \$3.50@5.50.

**HOGS**—Early weakness in hogs was recovered late and for the week there is virtually no change; top \$4.40 today, the same as a week ago. The low day of the week saw a \$4.30 top. Bulk good and choice hogs, 170 to 240 lbs., today brought \$4.20@4.40; 250 to 300 lbs., \$4.00@4.15; light lights, \$3.75@4.25; some common and medium hogs,

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\$3.50@4.00. Sows are unchanged; bulk today, \$3.00@3.50.

**SHEEP**—Bulk of range slaughter lambs sold this week at \$5.00@5.35, with the latter price the top today and also for the week. Bulk good and choice natives sold at \$5.00@5.25; top, \$5.25. Medium quality natives sold at \$4.50@4.75 largely. A deck of Texas yearlings brought \$4.00; best mutton ewes, \$2.00.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Aug. 25, 1932.

**CATTLE**—Late strength in fed yearlings and steer trade erased most of the earlier 25c losses. Choice medium weight beefs topped at \$9.00, several loads made \$8.25@8.90, and plain short fed and grassy offerings cleared at \$6.00 down. Fat she. stock ruled steady to 25c lower. A small showing of fed heifers cashed at \$7.00@7.50, and load lots of grass cows sold up to \$4.00. Low cutters and cutters made \$1.35@1.85 for the most part. Bulls and vealers strengthened. Medium bulls sold up to \$2.75 and choice vealers went at \$6.00.

**HOGS**—Curtailed marketing of livestock reduced hog receipts, locally to meager proportions. In the absence of outside inquiry, local packers showed no urgency in their requirements, and for the week most classes were rated steady to 10c lower. Thursday's top rested at \$4.25, with bulk of 170- to 250-lb. weights ranging \$4.15@4.25; 250- to 325-lb. butchers, \$3.95@4.15; 130- to 170-lb. selections, \$3.75@4.15; packing sows, \$3.25@3.60.

**SHEEP**—Despite slightly lighter local receipts, fat lambs ruled weak to 15c under a week ago. Late sales of range lambs made \$5.00@5.15, heavily sorted, while a few natives topped at \$5.25. Aged sheep slumped 25c, as best fat ewes sold \$1.75 down.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. Paul, Minn., Aug. 24, 1932.

**CATTLE**—Further declines featured in the cattle division this week, notably on grassy she stock and plainer grassy steers, these ruling 25 to in spots 50c down. Other classes sold mostly steady. Better fed offerings turned at \$8.50@9.00; bulk, down to \$7.00; shortfeds, to \$6.00; grassers, mostly \$4.00@5.50. Grass cows centered at \$2.25@3.25; heifers, \$3.00@4.25; cutters, \$1.25@2.25; medium grade bulls, \$2.75 down. Vealers, on a 50c advance, closed today mostly at \$4.00@6.00.

**HOGS**—An unevenly steady to 10@15c lower market ruled on hogs for the week. Better 160- to 230-lb. weights sold today largely at \$4.15@4.40; 230- to 340-lb. butchers, \$3.50@4.15; pigs and light lights, largely \$4.00@4.15; packing sows, \$2.75@3.45; bulk, \$3.00@3.40.

**SHEEP**—Slaughter lambs are unevenly steady to 25c lower. Better native centered at \$5.25 to mostly \$5.50; bucks, \$4.50; throwouts, downward to \$2.75. Ewes are unchanged, selling from \$1.00@1.75; culls, to 50c.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Aug. 25, 1932.

Demand for hogs at 21 concentration points and 7 packing plants in Iowa and Minnesota continued narrow, and with moderately heavy receipts for the first half of the week, prices sagged to the lowest level since June, but came back toward the close. Thursday's quotations were steady to 10c higher. Bulk of the hogs marketed were well finished packing sows and medium weight butchers. Late bulk 180- to 220-lb. weights, \$4.10@4.35; 230- to 260-lb. weights, \$3.95@4.20; 270- to 300-lb. averages, \$3.75@4.00; smooth light sows, up to \$3.45 and \$3.50; bulk, \$2.85@3.40.

Receipts of hogs unloaded daily at these 21 concentration yards and 7 packing plants for week ended Aug. 11:

	This week.	Last week.
Friday, Aug. 10.....	9,400	15,800
Saturday, Aug. 20.....	10,800	10,500
Monday, Aug. 22.....	28,200	33,500
Tuesday, Aug. 23.....	12,300	10,300
Wednesday, Aug. 24.....	13,500	18,200
Thursday, Aug. 25.....	12,100	18,200

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Aug. 20, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 20.....	198,000	391,000	409,000
Previous week.....	175,000	425,000	352,000
1931.....	253,000	425,000	469,000
1930.....	194,000	440,000	417,000
1929.....	210,000	501,000	372,000
1928.....	244,000	415,000	327,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 20.....	152,000	275,000	247,000
Previous week.....	135,000	300,000	212,000
1931.....	200,000	315,000	358,000
1930.....	144,000	329,000	317,000
1929.....	161,000	357,000	274,000
1928.....	180,000	300,000	253,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Aug. 20.....	152,000	275,000	247,000
Previous week.....	135,000	300,000	212,000
1931.....	200,000	315,000	358,000
1930.....	144,000	329,000	317,000
1929.....	161,000	357,000	274,000
1928.....	180,000	300,000	253,000

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Aug. 19, 1932, as reported to THE NATIONAL PROVISIONER:

	Week ended Aug. 10.	Prev. week.	Cor. week, 1931.
Chicago.....	96,022	88,777	73,775
Kansas City, Kan.....	50,974	51,179	28,152
Omaha.....	43,258	46,813	29,376
St. Louis & East St. Louis.....	41,594	45,390	35,559
Sioux City.....	15,501	19,790	15,351
St. Paul.....	17,991	14,844	31,605
St. Joseph.....	14,307	16,686	11,774
New York & J. C.....	34,372	34,851	22,376

Total.....311,819 318,400 248,948

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended August 20, 1932, with comparisons:

### CATTLE.

	Week ended, Aug. 20.	Prev. week.	Cor. week, 1931.
Chicago.....	26,874	21,535	33,175
Kansas City.....	26,701	26,032	19,839
Omaha.....	14,574	14,074	26,812
East St. Louis.....	11,919	12,612	15,981
St. Joseph.....	4,914	6,301	9,232
Sioux City.....	4,628	5,002	8,305
Wichita.....	2,267	2,463	2,616
Fort Worth.....	3,580	3,822	7,329
Philadelphia.....	1,738	1,429	1,835
Indianapolis.....	1,506	1,348	1,500
New York & Jersey City.....	8,045	7,600	9,471
Oklahoma City.....	3,060	3,351	4,495
Cincinnati.....	4,061	3,592	4,215
Denver.....	2,228	2,014	....

Total.....116,115 110,985 144,902

### HOGS.

	Week ended, Aug. 20.	Prev. week.	Cor. week, 1931.
Chicago.....	95,536	77,018	71,444
Kansas City.....	22,242	24,677	11,717
Omaha.....	40,578	43,544	29,186
East St. Louis.....	24,123	28,728	22,757
St. Joseph.....	13,307	15,917	13,052
Sioux City.....	12,853	17,904	15,511
Wichita.....	8,781	11,597	7,482
Fort Worth.....	4,227	2,894	2,005
Philadelphia.....	14,268	14,650	12,116
Indianapolis.....	8,142	11,566	11,476
New York & Jersey City.....	35,090	33,593	36,198
Oklahoma City.....	6,598	7,213	4,334
Cincinnati.....	16,150	17,097	15,861
Denver.....	5,811	6,486	....

Total.....307,715 302,884 253,109

### SHEEP.

	Week ended, Aug. 20.	Prev. week.	Cor. week, 1931.
Chicago.....	72,907	51,233	87,923
Kansas City.....	21,288	18,186	16,061
Omaha.....	32,182	26,202	49,111
East St. Louis.....	8,573	13,876	8,206
St. Joseph.....	16,991	20,648	21,550
Sioux City.....	9,063	7,594	18,682
Wichita.....	1,841	1,159	1,753
Fort Worth.....	10,052	15,541	11,580
Philadelphia.....	9,545	9,921	9,935
Indianapolis.....	1,862	1,306	1,797
New York & Jersey City.....	75,010	68,006	87,545
Oklahoma City.....	1,182	1,925	1,628
Cincinnati.....	6,368	6,641	2,508
Denver.....	3,077	3,810	....

Total.....260,981 245,008 312,061

## TRUCKS HAUL MORE LIVESTOCK.

Truck operation in the livestock industry is rapidly becoming an important phase of meat distribution. Between 1,200 and 1,500 trucks loaded with livestock for market pull into the National Stock Yards at East St. Louis, Ill., every day. Each week sees an increasing number of head of livestock hauled to market in motor truck. According to C. B. Denman, livestock member of the federal farm board, who talked to former associates in the Producers' Live Stock Commission Company in East St. Louis recently, motor trucks are now handling 75 per cent of the livestock brought to that market. Result of this change, Mr. Denman said, has been that the selling agencies had been forced to handle a wholesale business under retail conditions.

## MODERN SERVICE

From the Nation's Oldest and Largest  
Livestock Buying Organization

Chicago, Ill. Cincinnati, Ohio Dayton, Ohio Detroit, Mich.  
Indianapolis, Ind.  Nashville, Tenn.  
Lafayette, Ind. Omaha, Neb.  
Louisville, Ky. Montgomery, Ala. Sioux City, Iowa

**KENNETT MURRAY**  
LIVE STOCK BUYING ORGANIZATION

## BUSINESS OPPORTUNITIES.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, August 20, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,144	4,064	11,076
Swift & Co.	3,893	2,426	11,599
Wilson & Co.	3,324	3,000	6,445
Morris & Co.	1,982	677	6,678
Anglo-Amer. Prov. Co.	1,905	.....	.....
G. H. Hammond Co.	1,758	1,104	.....
Libby, McNeill & Libby.	340	.....	.....
Shippers	9,845	14,465	13,536
Others	9,028	27,477	6,556
Brennan Pkg. Co., 5,747 hogs; Independent Pkg. Co., 1,111 hogs; Boyd, Lunham & Co., 966 hogs; Hygrade Food Products Corp., 4,351 hogs; Agar Pkg. Co., 4,563 hogs.			
Total	36,428	7,182	10,631
56,190 sheep.			

Not including 301 cattle, 947 calves, 31,483 hogs and 26,253 sheep bought direct.

## KANSAS CITY.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	2,516	3,212	5,015
Cudahy Pkg. Co.	2,972	2,268	5,625
Fowler Pkg. Co.	226	.....	.....
Morris & Co.	1,716	1,539	2,475
Swift & Co.	2,650	6,422	4,501
Wilson & Co.	2,990	2,836	2,962
Independent Pkg. Co.	.....	307	.....
Jas. Baum	617	.....	.....
Others	13,014	5,063	587
Total	26,701	22,242	21,288

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	3,859	10,663	7,773
Cudahy Pkg. Co.	3,818	10,270	7,610
Dold Pkg. Co.	835	5,065	.....
Morris & Co.	1,599	2,971	2,222
Swift & Co.	3,678	8,433	7,005
Others	.....	21,329	.....
Bagle Pkg. Co., 4 cattle; Geo. Hoffman Pkg. Co., 148 cattle; Grt. Omaha Pkg. Co., 31 cattle; Mayerowich Pkg. Co., 2 cattle; Omaha Pkg. Co., 78 cattle; J. Roth & Sons, 73 cattle; So. Omaha Pkg. Co., 24 cattle; Lincoln Pkg. Co., 176 cattle; Nagle Pkg. Co., 106 cattle; Sinclair Pkg. Co., 735 cattle; Wilson & Co., 408 cattle.			
Total	15,571	48,119	25,115
58,784 hogs, 25,115 sheep.			

## EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,637	1,122	3,507	3,665
Swift & Co.	1,640	1,710	3,220	2,398
Morris & Co.	630	451	.....	399
Hunter Pkg. Co.	1,290	.....	2,940	1,226
American Pkg. Co.	188	.....	907	370
Hell Pkg. Co.	.....	.....	1,363	.....
Krey Pkg. Co.	.....	.....	1,963	.....
Sleight Pkg. Co.	.....	.....	800	.....
Circle Pkg. Co.	.....	.....	206	.....
Independent Pkg. Co.	.....	.....	183	448
Shippers	6,514	4,423	19,177	308
Others	2,394	332	8,965	.....
Total	14,637	8,119	43,200	9,012
Not including 2,725 cattle, 3,061 calves, 27,966 hogs and 2,207 sheep bought direct.				

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,304	519	6,619	9,821
Armour and Co.	1,833	847	6,355	7,170
Others	1,647	227	2,071	317
Total	5,414	1,293	15,075	17,308

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,556	67	4,365	2,572
Armour and Co.	1,528	49	4,154	2,454
Swift & Co.	1,342	81	2,471	2,718
Shippers	1,096	.....	2,470	.....
Others	120	10	25	.....
Total	5,440	207	13,395	7,744

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	785	601	3,076	606
Wilson & Co.	884	528	3,079	579
Others	173	56	443	.....
Total	1,852	1,105	6,598	1,182

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,001	396	3,416	1,794
Dold Pkg. Co.	548	41	2,426	47
Fred K. Dold	108	.....	360	.....
Wichita D. B. Co.	23	.....	.....	.....
Dunn-Osterfar	80	.....	.....	.....
Keefe-Le Sturgeon	.....	.....	.....	.....
Total	1,761	437	6,202	1,841
Not including 69 cattle and 2,570 hogs bought direct.				

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	618	106	1,442	16,817
Armour and Co.	887	131	1,678	18,290
Others	1,226	185	2,581	10,307
Total	2,731	422	5,701	45,414

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,635	2,880	5,723	3,907
Cudahy Pkg. Co.	442	1,125	.....	179
Swift & Co.	3,470	3,289	8,441	7,656
United Pkg. Co.	1,961	114	.....	.....
Others	1,044	28	6,709	7,276
Total	9,552	7,436	20,933	18,718

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,642	3,461	5,509	2,118
Swift & Co., Chi.	.....	.....	.....	261
U. D. R. Co., N. Y.	37	.....	.....	.....
R. Gunz & Co.	82	17	32	35
Armour & Co., Mil.	592	1,722	.....	.....
N.Y.B.D.M. Co., N.Y.	60	.....	.....	.....
Shippers	214	14	26	48
Others	222	833	118	323
Total	2,849	5,747	7,795	2,775

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,058	420	3,457	1,446
Armour and Co.	847	152	2,314	77
Hilgmeier Bros.	106	5	766	.....
Brown Bros.	.....	.....	193	.....
Stumpff Bros.	.....	.....	107	.....
Schussler Pkg. Co.	2	.....	213	.....
Riverview Pkg. Co.	20	.....	61	.....
Meier Pkg. Co.	126	.....	5	318
Indiana Prov. Co.	32	19	122	.....
Maass Hartman Co.	35	6	.....	11
Art Wabnitz	17	36	.....	60
Hoesler Abt. Co.	14	.....	.....	.....
Shippers	2,026	1,242	17,762	8,426
Others	567	122	192	1,027
Total	4,855	2,040	25,464	11,047

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	.....	583
Ideal Pkg. Co.	.....	.....	649	.....
E. Kahn's Sons Co.	1,345	224	4,927	5,395
Kroger G. & B. Co.	166	151	1,852	.....
J. Lohrey Pkg. Co.	3	.....	254	.....
H. H. Meyer P. Co.	20	.....	3,064	.....
A. Sander Pkg. Co.	6	175	444	111
J. Schlacter's Sons	123	.....	3,108	.....
J. & P. Schroth Co.	14	.....	.....	.....
John F. Stegner	243	206	.....	67
Shippers	96	510	1,980	13,256
Others	1,892	581	272	458
Total	3,429	1,947	16,550	19,870

Not including 903 cattle, 510 calves, 1,969 hogs and 13,256 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Aug. 20, 1932, with comparisons:

## CATTLE.

	Week ended, Aug. 20.	Prev. week.	Cor. week.
Chicago	36,428	23,932	47,006
Kansas City	26,701	11,107	19,836
Omaha	15,571	15,082	25,249
East St. Louis	14,637	15,908	20,583
St. Joseph	5,414	6,335	10,759
St. Louis	5,440	5,849	11,102
Oklahoma City	1,852	1,963	2,751
Wichita	1,761	1,877	1,964
Denver	2,731	2,461	.....
St. Paul	9,552	7,806	9,329
Milwaukee	2,849	2,849	3,351
Indianapolis	4,855	5,090	4,517
Cincinnati	3,429	2,953	3,710
Total	130,220	108,170	160,349

## HOGS.

	Week ended, Aug. 20.	Prev. week.	Cor. week.
Chicago	70,631	66,140	81,254
Kansas City	22,242	24,677	11,717
Omaha	58,784	66,033	53,242
East St. Louis	43,200	48,250	48,171
St. Joseph	15,075	17,800	19,930
St. Louis	15,075	14,962	32,455
Oklahoma City	6,598	7,213	4,334
Wichita	6,202	7,512	4,713
Denver	5,701	26,083	.....
St. Paul	20,933	15,638	38,041
Milwaukee	7,795	7,795	8,334
Indianapolis	25,464	27,108	27,375
Cincinnati	16,550	14,631	15,561
Total	312,560	353,851	343,118

## SHEEP.

	Week ended, Aug. 20.	Prev. week.	Cor. week.
Chicago	66,190	45,945	94,126
Kansas City	21,288	18,186	19,661
Omaha	25,115	20,290	47,262
East St. Louis	9,012	14,947	15,831
St. Joseph	17,308	21,155	29,055
St. Louis	7,744	7,589	15,440
Oklahoma City	1,182	2,828	1,623
Wichita	1,841	1,159	1,753
Denver	45,414	26,103	.....
St. Paul	18,718	14,105	17,885
Milwaukee	2,775	2,775	4,297
Indianapolis	11,047	8,219	10,391
Cincinnati	19,870	15,553	12,270
Total	237,504	198,834	272,209

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 15	13,149	1,589	30,879	19,405
Tues., Aug. 16	6,256	2,264	19,706	15,969
Wed., Aug. 17	10,281	1,512	19,514	18,331
Thurs., Aug. 18	6,073	2,369	19,442	16,334
Fri., Aug. 19	1,127	638	13,740	10,254
Sat., Aug. 20	100	100	4,000	2,000
Total this week	36,986	8,409	107,290	77,332
Previous week	30,011	6,630	105,486	67,328
Year ago	48,961	10,440	97,319	98,942
Two years ago	41,074	10,925	117,797	92,941

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 15	3,142	2	3,449	2,833
Tues., Aug. 16	1,360	111	2,048	1,596
Wed., Aug. 17	3,026	5	2,886	2,268
Thurs., Aug. 18	1,461	111	3,391	1,840
Fri., Aug. 19	602	105	3,828	2,121
Sat., Aug. 20	100	.....	200	500
Total this week	9,091	284	15,614	12,182
Previous week	7,390	220	15,263	14,662
Year ago	15,627	48	24,916	22,871
Two years ago	12,421	7	31,767	31,256

Total receipts for month and year to August 20, with comparisons:

	August, 1932.	1931.	1932.	1931.
Cattle	95,631	132,729	1,202,619	1,377,893
Calves	22,987	30,806	800,175	538,078
Hogs	325,524	286,839	4,319,953	4,773,098
Sheep	218,599	218,476	2,357,361	2,476,115

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lamb.
Week ended Aug. 20	\$ 8.00	\$ 4.25	\$ 1.85	\$ 5.45	.....
Previous week	8.20	4.40	1.55	5.20	.....
1931	8.63	5.85	1.85	6.25	.....
1930	9.85	10.15	3.10	8.40	.....
1929	14.85	10.90	5.75	13.10	.....
1928	15.10	11.80	6.25	14.50	.....
1927	11.85	9.00	6.05	14.25	.....
Av. 1927-1931	\$10.05	\$ 9.55	\$ 4.55	\$11.30	.....

## SUPPLIES FOR CHICAGO PACKERS.

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended Aug. 20	27,300	93,500	65,400
Previous week	22,600	90,200	52,900
1931	22,634	72,465	55,071
1930	28,653	86,000	61,0

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Aug. 25, 1932, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or cilly hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.					
Lt. lt. (140-160 lbs.) gd.-ch.....	\$ 4.45@	4.75	\$ 4.35@	4.70	\$ 3.70@	4.25	\$ 4.00@	4.40	\$ 4.00@	4.40
Lt. wt. (160-180 lbs.) gd.-ch.....	4.60@	4.85	4.60@	4.75	4.10@	4.25	4.20@	4.40	4.15@	4.40
(180-200 lbs.) gd.-ch.....	4.75@	4.90	4.65@	4.75	4.15@	4.30	4.25@	4.40	4.25@	4.40
Med. wt. (200-220 lbs.) gd.-ch.....	4.70@	4.90	4.60@	4.75	4.15@	4.30	4.25@	4.40	4.25@	4.40
(220-250 lbs.) gd.-ch.....	4.55@	4.85	4.45@	4.65	4.10@	4.25	4.20@	4.35	4.00@	4.35
Hvy. wt. (250-290 lbs.) gd.-ch.....	4.30@	4.65	4.35@	4.55	3.85@	4.25	4.10@	4.30	3.75@	4.20
(290-350 lbs.) gd.-ch.....	3.90@	4.40	4.00@	4.40	3.70@	4.00	3.85@	4.20	3.50@	3.95
Pkg. sows (275-500 lbs.) med.-ch.....	3.25@	4.10	3.25@	3.85	3.00@	3.60	2.90@	3.75	2.85@	3.50
Str. pigs (100-130 lbs.) gd.-ch.....	3.85@	4.50	4.00@	4.40			3.65@	4.10	4.00@	4.35
Av. cost & wt. Thurs. (pigs excl.)	4.18-266 lbs.		4.45-214 lbs.		3.70-253 lbs.		3.96-230 lbs.			

## Slaughter Cattle and Calves:

STEERS (800-900 LBS.):										
Choice .....	8.50@	9.50	8.50@	9.25	8.00@	8.75	8.00@	8.75	8.00@	9.00
Good .....	7.25@	8.75	7.00@	8.50	6.75@	8.25	6.75@	8.00	6.75@	8.00
Medium .....	6.00@	7.50	4.75@	7.25	5.25@	7.00	4.35@	6.75	5.25@	6.75
Common .....	4.00@	6.00	3.75@	5.00	3.25@	5.25	3.25@	4.35	3.25@	5.35

## STEERS (900-1100 LBS.):

Choice	8.75@	9.75	8.50@	9.50	8.25@	9.00	8.00@	8.75	8.00@	9.25
Good	7.50@	9.00	7.25@	8.75	7.00@	8.25	6.75@	8.00	6.75@	8.00
Medium	6.25@	7.75	5.00@	7.25	5.25@	7.00	4.35@	6.75	5.25@	6.75
Common	4.25@	6.25	3.75@	5.00	3.25@	5.25	3.25@	4.35	3.25@	5.35

## STEERS (1100-1300 LBS.):

Choice	9.00@	10.00	8.75@	9.50	8.25@	9.20	8.25@	9.25	8.25@	9.25
Good	8.00@	9.00	7.25@	8.75	7.00@	8.50	7.00@	8.65	7.00@	8.25
Medium	6.25@	8.00	5.00@	7.25	5.25@	7.25	4.50@	7.00	5.50@	7.00

## STEERS (1300-1500 LBS.):

Choice	9.00@	10.00	8.75@	9.50	8.50@	9.20	8.65@	9.35	8.25@	9.50
Good	8.00@	9.00	7.25@	8.75	7.25@	8.50	7.00@	8.65	7.00@	8.25

## HEIFERS (550-850 LBS.):

Choice	7.50@	8.25	7.50@	8.00	6.50@	7.50	7.00@	8.00	7.00@	8.25
Good	6.50@	7.50	6.50@	7.50	5.50@	6.50	5.50@	7.00	6.00@	7.25
Medium	5.25@	6.50	5.50@	6.50	4.50@	5.50	4.00@	5.50	4.75@	6.00
Common	3.25@	5.25	3.00@	4.50	2.50@	4.50	2.50@	4.00	2.75@	4.75

## COWS:

Choice	4.50@	5.00	4.50@	5.00	4.00@	4.75	4.00@	4.75	4.00@	5.00
Good	3.50@	4.50	3.50@	4.50	3.00@	4.00	3.00@	4.00	3.00@	4.00
Com-med.	2.75@	3.50	2.50@	3.50	2.00@	3.00	2.00@	3.00	2.25@	3.50
Low cutter and cutter	1.50@	2.75	1.00@	2.50	1.25@	2.00	1.00@	2.00	1.25@	2.50

## BULLS (YRLS. BX. BEEF):

Good-choice	3.25@	4.75	3.00@	3.75	2.65@	4.00	2.75@	3.25	2.65@	3.50
Out-med.	2.00@	3.25	1.50@	3.00	2.00@	2.65	1.50@	2.75	2.00@	2.75

## VEALERS (MILK-FED):

Good-choice	6.25@	7.50	5.50@	7.00	4.50@	5.50	4.50@	6.00	4.00@	6.50
Medium	4.50@	6.25	4.25@	5.50	3.50@	4.50	3.00@	4.50	3.00@	4.00
Out-com.	3.00@	4.50	1.50@	4.25	2.00@	3.50	1.50@	3.00	2.00@	3.00

## CALVES (250-500 LBS.):

Good-choice	4.50@	6.00	4.50@	6.50	4.50@	5.50	4.00@	6.00	3.25@	4.50
Com-med.	3.00@	4.50	2.50@	4.50	2.00@	4.50	2.00@	4.00	2.00@	3.25

## Slaughter Sheep and Lambs.

LAMBS:										
(90 lbs. down)—Good-choice...	5.00@	6.35	5.00@	5.75	5.00@	5.25	4.75@	5.35	4.75@	5.50
Medium .....	4.50@	5.00	4.00@	5.00	4.00@	5.00	4.00@	4.75	3.50@	4.75
(All weights)—Common .....	3.50@	4.50	3.00@	4.00	3.00@	4.00	3.00@	4.00	2.50@	3.50

## YEARLING WETHERS:

(90-110 lbs.)—Med.-ch.	3.00@	4.75	3.00@	4.50	3.00@	4.25	3.00@	4.00	2.75@	4.25
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## BOWES:

(90-120 lbs.)—Med.-ch.	2.00@	2.50	1.00@	1.75	1.00@	2.00	1.25@	2.00	1.00@	1.75
(120-150 lbs.)—Med.-ch.	1.50@	2.25	1.00@	1.50	1.00@	1.75	1.00@	1.75	1.00@	1.75
(All weights)—Out-com.	1.00@	2.00	.50@	1.00	.25@	1.00	.50@	1.25	.25@	1.00

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended Aug. 18, 1932, with comparisons:

BUTCHER STEERS.	Week ended Aug. 18.	Prev. week.	1931.
Toronto	\$ 6.50	\$ 6.50	\$ 6.75
Montreal	5.50	5.75	6.25
Winnipeg	5.50	5.50	6.00
Calgary	3.85	4.15	5.25
Edmonton	3.75	3.75	5.00
Prince Albert	4.00	4.00	4.00
Moose Jaw	4.25	4.25	5.00
Saskatoon	4.50	4.50	5.50

VEAL CALVES.	Week ended Aug. 18.	Prev. week.	1931.
Toronto	\$ 7.00	\$ 6.50	\$10.00
Montreal	5.50	5.00	7.25
Winnipeg	5.00	4.00	6.00
Calgary	4.50	4.50	5.50
Edmonton	4.00	4.00	6.50
Prince Albert	4.00	4.00	6.00
Moose Jaw	4.00	3.50	5.00
Saskatoon	3.50	3.00	4.50

SELECT BACON HOGS.	Week ended Aug. 18.	Prev. week.	1931.
Toronto	\$ 5.75	\$ 5.85	\$ 7.50
Montreal	5.25	5.65	8.00
Winnipeg	5.00	5.25	6.75
Calgary	4.75	4.75	6.50
Edmonton	4.50	4.50	6.25
Prince Albert	4.70	4.70	6.25
Moose Jaw	4.85	4.85	6.45
Saskatoon	4.65	4.60	6.25

GOOD LAMBS.	Week ended Aug. 18.	Prev. week.	1931.
Toronto	\$ 6.00	\$ 6.50	\$ 8.25
Montreal	6.00	6.00	7.00
Winnipeg	5.00	5.25	7.00
Calgary	4.50	4.50	6.00
Edmonton	4.00	4.50	5.50
Prince Albert	3.00	3.00	4.50
Moose Jaw	4.25	4.00	6.00
Saskatoon	4.50	4.50	5.00

## FRESH PORK RATES TO COAST.

Application for a reduction in rates on fresh pork shipped from the Central West to California was heard by the Transcontinental Freight Bureau in Chicago recently and a later hearing was held in San Francisco. Western packers, yards interests and livestock men protested the reduction, especially those located in and around Los Angeles. Copies of all evidence presented at the Transcontinental Freight Bureau hearings have been requested by the Interstate Commerce Commission, although no date has been set by that body for a hearing. The reduction asked in freight, it is said, would bring the rate on dressed hogs down to the present rate on live hogs.

## CANADA CUTS LIVESTOCK RATE.

New freight rates for shipments of livestock within a radius of 150 miles of Toronto, Canada, were placed in effect on August 15 on the Canadian National and Canadian Pacific railroads. The new rates were made to meet the competition of the trucks which have been carrying livestock at prices below those charged by the railroads. The adjustment has brought rates by rail as low as, and in some instances lower than, those now in force for trucks.

## RECEIPTS AT CENTERS

SATURDAY, AUGUST 20, 1932.

	Cattle.	Hogs.	Sheep.
Chicago	200	4,000	2,000
Kansas City	1,500	500	500
Omaha	200	200	200
St. Louis	300	2,000	150
St. Joseph	50	1,000	3,800
Sioux City	500	500	750
St. Paul	300	700	6,000
Fort Worth	100	200	800
Milwaukee	100	200	200
Denver	100	10,800	
Louisville	100	300	500
Wichita	100	1,000	100
Indianapolis	100	2,000	800
Pittsburgh	200	2,500	300
Cincinnati	100	100	300
Buffalo	100	100	300
Nashville	100	100	400

MONDAY, AUGUST 22, 1932.

Chicago	16,000	28,000	25,000
Kansas City	30,000	7,000	7,000
Omaha	14,000	13,000	17,000
St. Louis	7,000	11,000	5,000
St. Joseph	2,700	4,500	7,500
Sioux City	5,500	1,000	6,000
St. Paul	7,800	3,500	6,500
Fort Worth	1,800	900	1,800
Milwaukee	400	1,400	200
Denver	3,000	19,500	
Louisville	1,000	1,000	3,000
Wichita	2,000	2,500	900
Indianapolis	600	6,000	1,500
Pittsburgh	1,400	1,800	6,500
Cincinnati	200	6,500	1,500
Buffalo	1,200	4,900	5,700
Cleveland	1,100	1,900	4,000
Nashville	1,200	900	4,000

TUESDAY, AUGUST 23, 1932.

Chicago	7,000	20,000	10,000
Kansas City	7,000	3,500	4,000
Omaha	4,000	10,500	20,000
St. Louis	6,000	9,000	3,500
St. Joseph	1,500	3,000	5,000
Sioux City	1,000	1,500	2,000
St. Paul	2,500	4,500	1,500
Fort Worth	1,600	500	1,800
Milwaukee	800	1,400	500
Denver	500	1,600	6,400
Louisville	200	1,800	
Wichita	1,000	1,900	500
Indianapolis	1,300	5,000	1,500
Pittsburgh	200	800	1,500
Cincinnati	800	1,800	3,500
Buffalo	100	800	200
Cleveland	200	1,800	1,300
Nashville	100	1,300	1,500

WEDNESDAY, AUGUST 24, 1932.

Chicago	8,000	17,000	19,000
Kansas City	5,000	3,000	2,000
Omaha	3,500	8,500	9,500
St. Louis	2,400	5,500	2,000
St. Joseph	1,700	3,500	2,500
Sioux City	1,000	1,000	1,000
St. Paul	2,400	5,500	5,000
Fort Worth	1,500	500	1,800
Milwaukee	900	1,500	600
Denver	400	900	11,200
Louisville	200	200	
Wichita	800	2,100	200
Indianapolis	1,000	4,000	2,000
Pittsburgh	300	1,000	1,500
Cincinnati	700	2,200	3,000
Buffalo	300	1,800	700
Cleveland	400	1,000	1,600
Nashville	100	700	1,500

THURSDAY, AUGUST 25, 1932.

Chicago	5,000	18,000	25,000
Kansas City	2,000	3,000	4,000
Omaha	2,500	7,000	15,000
St. Louis	2,300	7,500	2,500
St. Joseph	1,400	3,500	4,500
Sioux City	600	1,000	2,000
St. Paul	2,200	3,000	11,000
Fort Worth	1,200	900	600
Milwaukee	600	1,000	500
Denver	100	1,300	4,100
Louisville	200	1,500	200
Wichita	500	1,500	200
Indianapolis	800	5,000	1,000
Pittsburgh		800	2,000
Cincinnati	700	4,500	3,500
Buffalo	200	1,000	2,000
Cleveland	300	1,000	1,500
Nashville	300	900	1,000

# Chicago Section

Irvin A. Busse, Packers Commission Company, has returned to his office after a few days' absence.

P. Hicks Cadle, vice president and sales director of A. C. Legg Packing Co., Birmingham, Ala., was a visitor in Chicago this week.

J. P. Murphy, vice president and general manager of the Blayne-Murphy Co., Denver, Colo., was a business visitor in Chicago last week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 18,138 cattle, 4,391 calves, 31,836 hogs, 47,174 sheep.

Chicago Board of Trade memberships sold for \$8,100 this week, which was \$1,100 higher than the previous high sale. It was reported that \$10,500 was offered later.

Harry W. Davis, of John Morrell and Company, Ottumwa, Iowa, attended the meeting of the Traffic Committee of the Institute of American Meat Packers in Chicago on Tuesday, August 23.

The plant executives' club of Armour and Company plans to resume its monthly meetings on Tuesday, September 13. The usual features of dinners, social programs and business programs are being planned for the year.

Swift & Company has purchased the plant of John Decker & Sons Co., Nashville, Tenn., ice cream manufacturers. Swift is gradually expanding its ice cream manufacturing facilities in territories favorable to its dairy products division.

Provision shipments from Chicago for the week ended Aug. 20, 1932, with comparisons, were as follows:

	Week Aug. 20.	Previous week.	Same week, '31.
Cured meats, lbs. . . . .	18,931,000	16,999,000	13,613,000
Fresh meats, lbs. . . . .	30,164,000	34,153,000	42,294,000
Lard, lbs. . . . .	4,859,000	4,832,000	7,505,000

## PACKERS TO HELP PRODUCERS.

Armour and Company and Cudahy Packing Company, through a joint cattle loan company, have launched a plan by which they hope to help solve financing problems of stock breeders and feeders. Through the loan company the two packing firms will undertake the placement of cattle of the companies' clients in the feed lots of farmers in central Illinois, who might otherwise be unable to get feeder cattle. This company will advance money necessary

to transport cattle from pastures through stockyards to Illinois farms.

"For several years past, and especially last year, it has been increasingly difficult for the farmer-feeder to finance feeding operations," says vice president Frank A. Benson of Armour and Company. "In many sections the local banks are closed and in most sections they are not in position to make cattle loans. This year finds farmers with part of last year's corn still in the bins, a bumper crop coming on, and little prospect of being able to obtain the money with which to buy feeder cattle. Unless the problem is solved, the range men will have to depend upon the packer for a market, and as the packer cannot use 'grass beef' in greatly increased amounts, it might mean the sacrificing of the range cattle, idle feedlots, and a possible ruination of the beef market.

"Sensing this situation, Armour and Company and the Cudahy Packing Company directed the cattle loan company in which they are jointly interested to undertake the placement of the cattle of the company's clients in the feed lots of experienced and capable farmers in central Illinois, who might otherwise be unable to get feeder cattle. It was agreed that the loan company should arrange for shipment of the cattle from the pastures, through the stockyards at Kansas City and St. Louis to the central Illinois farmers, advancing the money necessary to cover transportation and yardage charges.

"The farmers are to feed the cattle for from 70 to 120 days and then ship them to the Chicago market for sale in the usual manner—through commission men to the highest bidders. As compensation the Illinois farmers are to receive 8c per lb. for the gains made by the cattle between weighing at the Kansas City and St. Louis markets enroute to the farms, and when sold in Chicago. When the feeder's share, together with the commission fees, yardage charges, transportation charges, and all costs incident to marketing have been deducted, the balance goes to the range man who owned the cattle, and it is confidently expected that his receipts will be materially larger than they would be if the thin cattle were forced on the market as beef.

"Some 14,000 cattle—all well-bred Herefords—have been moved from the Osage section in Oklahoma and the Blue Stem section in Kansas into central Illinois. They have been distributed

among the farmers according to their respective needs, some of the farmers taking single carloads and others taking up to 400 or 500 head. The cattle averaged about 1,100 pounds over the scales at St. Louis and Kansas City and it is expected that they will show gains of from 200 to 250 pounds when marketed in Chicago three or four months hence. It is calculated that the farmers participating in this operation will receive \$225,000 and that their corn fed in this manner will bring them approximately 40c per bushel."

## ABATTOIR FOR CINCINNATI?

While Cincinnati city officials see no prospect of bringing about such a project at present, City Health Commissioner William H. Peters last week issued a report stating that he favored either a central abattoir or a municipal abattoir for Cincinnati.

At one time, he said, the city had encouraged the meat trade of the city to establish such an enterprise. Peters cited the last survey of the U. S. Bureau of Animal Industry showing that there are 11 cities with central abattoirs and 15 municipally owned. There are about 40 locations in Cincinnati where slaughtering takes place. Of this number 14 are local, the meats not entering interstate commerce and hence not being federally inspected. The city health department conducts inspection of these plants.

Peters' report was inspired by a recent conference called by City Manager C. A. Dykstra, who asked departmental heads for co-ordination and possible consolidation of inspectional services. The health commissioner declared that so far as the industry itself was concerned a central abattoir would mean a reduction of overhead in operations, interest and amortization on investment in property and plant. He said such a project would decrease the cost of inspection and supervision, thus aiding the city.

## DEATH OF EUGENE KAHN.

Eugene Kahn, second vice president of E. Kahn's Sons Co., Cincinnati, O., passed away at his home in Cincinnati on August 17. He had been in poor health for some time and had not recently been active in the business. Death was due to a heart attack. He was 66 years of age, and leaves a widow and two married daughters, besides three brothers, Louis W. Kahn, Albert Kahn and Nathan Kahn.



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reasonable.**PROMOTED FIRST AIR FLIGHT.**

Charles H. Davidson, a veteran Armour and Company employe, who was responsible for the first airplane flight across the continent, died last week after a prolonged illness at the age of 68. Back in 1911, when airplane flights were still a novelty, Mr. Davidson, then manager of a department specializing in soda fountain supplies and fruits, conceived the idea of hiring an aviator to cross the continent to advertise a new drink which the company was putting on the market.

Cal Rogers, the aviator, started from New York and completed the flight in just about six weeks. He was forced down on many occasions and had several wrecks, but eventually he crossed the country in an airplane. The late J. Ogden Armour thought so much of Mr. Davidson's salesmanship that he nick-

named him "Colonel Seller," and always addressed him in that manner.

Mr. Davidson joined Armour and Company in Kansas City in 1899 as a bookkeeper and was brought to the Chicago office a short time afterwards and permitted to develop the new department which he had advocated. In 1922 he was pensioned. He resided at 1335 E. 52nd st. and is survived by his widow, a son, Charles H. jr., and a brother, William Davidson, all of Chicago.

**PERISHABLE FREIGHT HEARING.**

The subjects listed below will be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308, Union Station Building, 516 W. Jackson blvd., Chicago, Ill., September 8, 1932, commencing at 10:00 A. M. local time (9:00 A. M. standard time.)

No. 2635—Pre-iced car loaded with

perishable freight cooled in car at point of origin or cooled in transit by shipper.

No. 2658—Change from ventilation to heater service.

No. 2713—Defining protective service.

No. 2723—Re-icing in transit shipments initially iced billed "Do not re-ice" moving under Rule 240.

No. 2725—Refrigeration charges between Oregon and interstate destinations.

No. 2746—Handling perishable commodities under protective service—cauliflower.

No. 2757—Top icing vegetables.

No. 2758—Change from ventilation to standard refrigeration—maximum charge.

No. 2759—Refrigeration charges on nursery stock.

No. 2760—Protective service against cold on bananas.

No. 2761—Furnishing heater service at destination.

No. 2764—Delivery of cars on team tracks with bunkers three-fourths full moving under standard refrigeration service.

No. 2765—Shippers' instructions—waybill notations.

No. 2766—North Dakota groupings.

No. 2769—Refrigeration charges interstate points to Michigan and Wisconsin.

**AVOCATION OF A BUSY MAN IN A GREAT CITY**

This scene, within the city limits of Chicago, reveals a business executive pursuing his avocation, which seems to be cultivation of the beauties of nature. Erwin Freund, president of the Visking Corporation, has developed this rock garden and lily pool at his home on the South Side, famous for its landscaping and the size of the goldfish. Here he seems to be having a conversation with the goldfish while Mrs. Freund looks on.

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## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers—	Week ended Aug. 24, 1932.	Cor. week, 1931.
400-600	14 1/4 @ 15 1/4	17 @ 17 1/4
600-800	14 1/2 @ 15 1/2	15 1/2 @ 16 1/2
800-1000	14 1/2 @ 15 1/2	14 1/2 @ 15 1/2
Good native steers—		
400-600	14 @ 14 1/4	16 1/4 @ 16 3/4
600-800	14 @ 14 1/4	14 1/2 @ 15 1/4
800-1000	14 @ 14 1/4	14 1/4 @ 14 3/4
Medium steers—		
400-600	13 1/4 @ 14	15 1/4 @ 15 3/4
600-800	13 1/4 @ 14	13 1/2 @ 14
800-1000	13 1/4 @ 14	13 @ 13 1/2
Hefers, good, 400-600	11 1/4 @ 12 1/4	13 1/2 @ 15
Cows, 400-600	7 1/2 @ 8 1/2	8 @ 8 1/2
Hind quarters, choice	20	23 1/2
Fore quarters, choice	12	12

## Beef Cuts.

Steer loins, prime	@ 31 1/4	@ 32
Steer loins, No. 1	@ 31	@ 31
Steer loins, No. 2	@ 29	@ 28
Steer short loins, prime	@ 41	@ 43
Steer short loins, No. 1	@ 38	@ 38
Steer short loins, No. 2	@ 35	@ 35
Steer loin ends (hips)	@ 22	@ 22
Steer loin ends, No. 2	@ 21	@ 21
Cow loins	@ 18	@ 19
Steer short loins	@ 18	@ 19
Cow loin ends (hips)	@ 14	@ 14
Steer ribs, prime	@ 24	@ 24
Steer ribs, No. 1	@ 23	@ 23
Steer ribs, No. 2	@ 21	@ 21
Cow ribs, No. 2	@ 10 1/2	@ 10 1/2
Cow ribs, No. 3	@ 8	@ 8
Steer rounds, prime	@ 16	@ 16
Steer rounds, No. 1	@ 15	@ 15
Steer rounds, No. 2	@ 14 1/4	@ 14 1/4
Steer chucks, prime	@ 11 1/2	@ 11 1/2
Steer chucks, No. 1	@ 10 1/2	@ 11
Steer chucks, No. 2	@ 10	@ 10 1/2
Cow rounds	@ 10 1/4	@ 10 1/4
Cow chucks	@ 7 1/4	@ 7 1/4
Steer plates	@ 7 1/4	@ 7 1/4
Medium plates	@ 4	@ 4
Briskets, No. 1	@ 11	@ 11
Steer navel ends	@ 5 1/4	@ 5 1/4
Cow navel ends	@ 4 1/2	@ 4 1/2
Pork shanks	@ 6	@ 6
Hind shanks	@ 4	@ 4
Strip loins, No. 1 bbls.	@ 60	@ 60
Strip loins, No. 2	@ 55	@ 55
Sirloin butts, No. 1	@ 27	@ 27
Sirloin butts, No. 2	@ 20	@ 22
Beef tenderloins, No. 1	@ 50	@ 55
Beef tenderloins, No. 2	@ 45	@ 50
Bump butts	@ 18	@ 18
Plant steaks	@ 14	@ 14
Shoulder clods	@ 9	@ 10 1/2
Hanging tenderloins	@ 8	@ 8
Insides, green, 6@8 lbs.	@ 13	@ 13 1/4
Outsides, green, 5@6 lbs.	@ 7 1/4	@ 9 1/4
Knuckles, green, 5@6 lbs.	@ 5	@ 12 1/2

## Beef Products.

Brains (per lb.)	@ 5	@ 6
Hearts	@ 6	@ 5
Tongues	@ 14	@ 14
Stewbreads	@ 13	@ 15
Ox-tail, per lb.	@ 5	@ 6
Fresh tripe, plain	@ 4	@ 6
Fresh tripe, H. C.	@ 8	@ 8
Livers	@ 13	@ 13
Kidneys, per lb.	@ 7	@ 10

## Veal.

Choice carcass	11 @ 12	16 @ 17
Good carcass	9 @ 10	15 @ 16
Good saddles	14 @ 15	20 @ 22
Good racks	7 @ 9	10 @ 12
Medium racks	5 @ 6	9 @ 9

## Veal Products.

Brains, each	@ 5	@ 6
Stewbreads	@ 48	@ 40
Calf livers	@ 39	@ 40

## Lamb.

Choice lambs	@ 16	@ 19
Medium lambs	@ 14	@ 16
Choice saddles	@ 18	@ 22
Medium saddles	@ 15	@ 20
Choice fores	@ 13	@ 13
Medium fores	@ 11	@ 13
Lamb fries, per lb.	@ 20	@ 25
Lamb tongues, per lb.	@ 10	@ 12
Lamb kidneys, per lb.	@ 10	@ 25

## Mutton.

Heavy sheep	@ 3	@ 3
Light sheep	@ 7	@ 7
Heavy saddles	@ 4	@ 6
Light saddles	@ 2	@ 4
Heavy fores	@ 2	@ 4
Light fores	@ 6	@ 5
Mutton legs	@ 10	@ 12
Mutton loins	@ 7	@ 10
Mutton stew	@ 10	@ 10
Sheep tongues, per lb.	@ 10	@ 10
Sheep heads, each	@ 8	@ 10

## Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@ 14 1/4	@ 24
Picnic shoulders	@ 8 1/4	@ 11
Shoulder shoulders	@ 7 1/4	@ 11
Tenderloins	@ 30	@ 42
Spare ribs	@ 6	@ 8
Back fat	@ 6 1/4	@ 9
Boston butts	@ 10 1/4	@ 16 1/4
Boneless butts, cellar trim	2 @ 4	@ 18
Hocks	@ 5	@ 7
Tails	@ 5	@ 7
Neck bones	@ 3	@ 5
Slip bones	@ 3	@ 5
Blade bones	@ 5 1/4	@ 10
Pigs' feet	@ 3	@ 4
Kidneys, per lb.	@ 5	@ 7
Brains	@ 5	@ 10 1/4
Ears	@ 4 1/4	@ 5
Snouts	@ 5	@ 7
Heads	@ 5	@ 8

## DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, 1-lb. cartons	@ 18 1/4	@ 24
Country style sausage, fresh in bulk	@ 17	@ 23
Country style pork sausage, smoked	@ 15	@ 21
Frankfurts in sheep casings	@ 15	@ 21
Frankfurts in hog casings	@ 14	@ 20
Bologna in beef middles, choice	@ 14	@ 20
Bologna in beef rounds	@ 13	@ 19
Smoked liver sausage in hog bungs	@ 17 1/4	@ 23
New sausage in hog bungs	@ 14	@ 20
Head cheese	@ 12	@ 18
Live New England luncheon specialty	@ 18	@ 24
Mixed luncheon specialty, choice	@ 15	@ 21
Tongue sausage	@ 12	@ 18
Blood sausage	@ 13	@ 19
Spice	@ 12	@ 18
Polish sausage	@ 14	@ 20

## DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 37	@ 43
Thuringer cervelat	@ 16	@ 22
Farmer	@ 23	@ 29
Holsteiner	@ 22	@ 28
B. C. salami, choice	@ 36	@ 42
Milano salami, choice, in hog bungs	@ 32	@ 38
R. C. salami, new condition	@ 16	@ 22
Prisades, choice, in hog middles	@ 28	@ 34
Genoa style salami	@ 38	@ 44
Pepperoni	@ 25	@ 31
Mortadella, new condition	@ 16	@ 22
Capicola	@ 35	@ 41
Italian style hams	@ 27	@ 33
Virginia hams	@ 31	@ 37

## SAUSAGE MATERIALS.

Regular pork trimmings	4 @ 4 1/4	@ 17
Special lean pork trimmings	@ 7	@ 23
Extra lean pork trimmings	@ 9	@ 25
Neck bone trimmings	5 @ 5 1/4	@ 27
Pork cheek meat	@ 5 1/4	@ 19
Pork hearts	3 1/4 @ 4	@ 13
Pork livers	@ 3 1/4	@ 13
Native boneless bull meat (heavy)	@ 7	@ 23
Boneless chucks	@ 7	@ 23
Shank meat	5 1/4 @ 5 1/4	@ 19
Beef trimmings	@ 5	@ 17
Beef cheeks (trimmed)	@ 4 1/4	@ 15
Dressed canners, 350 lbs. and up	@ 4 1/4	@ 15
Dressed cutter, 400 lbs. and up	@ 5	@ 17
Dr. bologna bulls, 600 lbs. and up	@ 5	@ 17
Beef tripe	@ 2	@ 7
Pork tongues, canner trim, S. P.	@ 6 1/4	@ 22

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack	18	@ 30
Domestic rounds, 140 pack	30	@ 45
Export rounds, wide	45	@ 60
Export rounds, medium	25	@ 35
Export rounds, narrow	23	@ 33
No. 1 weasands	13	@ 19
No. 2 weasands	6 1/4	@ 9 1/4
No. 1 bungs	14	@ 21
No. 2 bungs	10	@ 15
Middles, regular	90	@ 135
Middles, select wide, 2@2 1/4 in. diameter	1.35	@ 2.02
Middles, select, extra wide, 2 1/4 in. and over	2.25	@ 3.37
Dried bladders:		
12-15 in. wide flat	1.35	@ 2.02
10-12 in. wide, flat	.90	@ 1.35
8-10 in. wide, flat	.40	@ .60
6-8 in. wide, flat	.40 and 45	@ .60
Hog casings:		
Narrow, per 100 yds.	2.45	@ 3.67
Narrow, special, per 100 yds.	1.75	@ 2.62
Medium, regular	1.00	@ 1.50
Wide, per 100 yds.	.50	@ .75
Extra wide, per 100 yds.	.50	@ .75
Export bungs	.30	@ .45
Large prime bungs	.22	@ .33
Medium prime bungs	10% to 11 1/4	@ 15
Small prime bungs	.7@8	@ 10
Middles, per set	20	@ 30
Stomachs	12	@ 18

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate	34.00	@ 51.00
Large tins, 1 to crate	5.00	@ 7.50
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate	5.00	@ 7.50
Large tins, 1 to crate	5.00	@ 7.50
Smoked link sausage in hog casings—		
Small tins, 2 to crate	4.25	@ 6.37
Large tins, 1 to crate	5.25	@ 7.87

## DRY SALT MEATS.

Extra short cleats	@ 6 1/4	@ 9 1/4
Extra short ribs	@ 6 1/4	@ 9 1/4
Short clear middle, 60-lb. av.	@ 7 1/4	@ 10 1/4
Clear bellies, 18@20 lbs.	@ 6 1/4	@ 9 1/4
Clear bellies, 14@16 lbs.	@ 6 1/4	@ 9 1/4
Rib bellies, 20@25 lbs.	@ 6 1/4	@ 9 1/4
Rib bellies, 25@30 lbs.	@ 6 1/4	@ 9 1/4
Fat backs, 10@12 lbs.	@ 5	@ 7 1/2
Fat backs, 14@16 lbs.	@ 5 1/4	@ 8 1/4
Regular plates	@ 4 1/4	@ 6 1/4
Butts	@ 4 1/4	@ 6 1/4

## WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@ 13 1/4	@ 20 1/4
Fancy skd. hams, 14@16 lbs.	@ 12 1/4	@ 19 1/4
Standard reg. hams, 14@16 lbs.	@ 11	@ 17
Picnics, 4@8 lbs.	@ 11 1/4	@ 17 1/4
Fancy hams, 6@8 lbs.	@ 10 1/4	@ 16 1/4
Standard bacon, 6@8 lbs.	@ 12 1/4	@ 19 1/4
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	@ 29	@ 43 1/2
Outsides, 5@9 lbs.	@ 21	@ 31 1/2
Knuckles, 5@9 lbs.	@ 22	@ 33
Cooked hams, choice, skin on, fattened	@ 22	@ 33
Cooked hams, choice, skinless, fattened	@ 23	@ 34 1/2
Cooked picnics, skin on, fattened	@ 15	@ 22 1/2
Cooked picnics, skinless, fattened	@ 15 1/4	@ 23 1/4
Cooked loin roll, smoked	@ 27	@ 40 1/2

## BARRELED PORK AND BEEF.

Mess pork, regular	@ 19.00	@ 28.50
Family back pork, 24 to 34 pieces	@ 19.00	@ 28.50
Family back pork, 35 to 45 pieces	@ 19.00	@ 28.50
Clear back pork, 40 to 50 pieces	@ 14.00	@ 21.00
Clear plate pork, 25 to 35 pieces	@ 11.50	@ 17.25
Brisket pork	@ 12.00	@ 18.00
Beef	@ 11.00	@ 16.50
Plate beef	@ 14.00	@ 21.00
Extra plate beef, 200 lb. bbls.	@ 15.00	@ 22.50

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00	@ 18.00
Honeycomb tripe, 200-lb. bbl.	15.00	@ 22.50
Pocket honeycomb tripe, 200-lb. bbl.	17.00	@ 25.50
Pork feet, 200-lb. bbl.	10.50	@ 15.75
Pork tongues, 200-lb. bbl.	11.00	@ 16.50
Lamb tongues, short cut, 200-lb. bbl.	37.00	@ 55.50

## OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 11	@ 16 1/2
Nut, 1-lb. cartons, f.o.b. Chicago	@ 8 1/4	@ 12 1/2
(50- and 60-lb. solid packed tubs, 1c per lb. less)		
Pastry, 60-lb. tubs, f.o.b. Chicago	@ 11	@ 16 1/2

## LARD.

Prime steam, cash (Bd. Trade)	@ 5.35	@ 8.02 1/2
Prime steam, loose (Bd. Trade)	@ 5.07 1/2	@ 7.61 1/4
Kettle rendered, tierces, f.o.b. Chgo.	@ 6 1/2	@ 9.37 1/2
Refined lard, tierces, f.o.b. Chicago	@ 7	@ 10.50
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 7	@ 10.50
Neutral, in tierces, f.o.b. Chicago	@ 7 1/4	@ 11.06 1/4
Compound, vegetable, tierces, c.a.f.	@ 7 1/4	@ 11.06 1/4

## OLEO OIL AND STEARINE.

Extra oleo oil	5 1/4 @ 5 1/4	@ 8 1/4
Prime No. 1 oleo oil	@ 5 1/4	@ 8 1/4
Prime No. 2 oleo oil	@ 4 1/4	@ 6 1/4
Prime No. 3 oleo oil	@ 3 1/4	@ 5 1/4
Prime oleo stearine, edible	@ 6	@ 9

## TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre	4 @ 4 1/4	@ 6 1/4
Prime packers' tallow	3 1/4 @ 3 1/4	@ 5 1/4
No. 1 tallow, 10% f.f.a.	3 @ 3 1/4	@ 4 1/4
No. 2 tallow, 40% f.f.a.	2 1/4 @ 2 1/4	@ 3 1/4
Choice white grease	3 1/4 @ 3 1/4	@ 5 1/4
A-White grease	3 1/4 @ 3 1/4	@ 5 1/4
B-White grease, max. 8% acid	3 @ 3 1/4	@ 4 1/4
Yellow grease, 10@15%	2 1/4 @ 2 1/4	@ 3 1/4
Brown grease, 40% f.f.a.	2 1/4 @ 2 1/4	@ 3 1/4

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, prompt	4 @ 4 1/4	@ 6 1/4
White, deodorized, in bbls, f.o.b. Chgo.	6 1/4 @ 7	@ 10 1/4
Yellow, deodorized	6 1/4 @ 6 1/4	@ 10 1/4
Soap stock, 50% f.f.a., f.o.b.	nom.	@ 10 1/4
Corn oil, in tanks, f.o.b. mills	4 1/4 @ 4 1/4	@ 6 1/4
Soya bean oil, f.o.b. mills	@ 8.2	@ 12.30
Cocconut oil, seller's tanks, f.o.b. coast	3 1/4 @ 3 1/4	@ 5 1/4
Refined in bbls., f.o.b. Chicago	7 @ 7 1/4	@ 10 1/4



# Retail Section

## Knowing Your Costs Is the Best Assurance of Getting Profitable Prices for Goods

By M. F. Weber.\*

When wholesale prices of meat are low, retailers are apt to neglect making cutting tests, and to base their prices on what competitors are charging.

No doubt they believe their gross margin will be large enough anyway to give them a profit. This is dangerous policy.

When beef is costing from 11 to 12c lb. wholesale, a selling price of 25c lb. for prime cuts may not be enough. Too many elements enter into the operation of a retail meat market to operate on guess if it is desired to end up the year with a profit.

Cutting tests are just as important when prices are low as when they are high. Instances could be mentioned when they are more so. As an example, if the market operator will check up on his operating expenses he may find that they are just as much in dollars and cents as they were a year ago. His sales volume, in dollar and cents, has declined from 37 to 40 per cent, causing his operating expenses to increase in proportion about 12 to 15 per cent, on an average, making his overhead come to 28 to 32 per cent of his sales.

### All Costs Must Be Known.

Many retail meat dealers seem to have forgotten how to figure their overhead expenses. It is impossible to accurately figure the proper selling prices unless all elements entering into

the cost of doing business are known. With low wholesale prices and the same average overhead expenses, it is necessary for the retailer to work on a gross margin of from 35 to 38 per cent in order to pay his overhead expenses and obtain a small net profit.

For the benefit of retailers, a test of beef was made showing the actual weights of each cut and the selling price per pound necessary to make a margin of 38 per cent. (See table.)

Since the existence of low wholesale prices many retailers believe that instead of a percentage they should add a certain number of cents per pound to the cost of the meat in order to arrive at a correct selling price. It is plain to be seen that this amount added is naturally equivalent to a certain percentage of the sales. In the above test 38 per cent of the sales is equivalent to 7½c lb. added to the cost of the meat.

\*Prepared for California retail meat dealers.

### SIDE LINES WITH MEAT.

What are most of your customers planning to do on the next holiday? Maybe you don't know? Maybe you won't even try to find out?

And yet trying to find out people's habits, wishes, intentions, plans is worth while. The information will help enormously in the great competitive merchandising game, which is growing sharper with each year, and which will continue to grow sharper as the survivors of this depression begin to scramble for the new business which develops.

If you are new in a neighborhood,

and have not yet learned to know any of your customers, getting tactfully into conversation with some of them will give an inkling of what's in their mind. This will help you to suggest foods which will aid them in carrying out their intentions.

Nearly everybody does something on these holidays. They either go away to the seashore, which would eliminate suggestion of any foods except perhaps cheese in cans which may be used for a snack in the room, jams in jars, fancy and plain crackers in their tight tins, which will fit snugly into the week-end trunk, and which will keep crisp no matter what the dampness of the seashore.

These people might also take with them powdered coffee, condensed milk, a can of heat and a tiny little frame which makes a very quick and sometimes very convenient stove.

Or perhaps they are staying at home and giving a dinner or a luncheon, and would appreciate some fancy canned foods, such as fruits for salad canned in wine sauce, dry packed prunes, canned pineapple which may be served equally well with the meat, salad or dessert course, golden halves of canned peaches, which may be served chilled by themselves with sweetened whipped cream or may be made into a quick and delicious shortcake. Or perhaps they are looking for a fancy vegetable such as golden bantam corn on the cob which may be purchased in cans, or a fancy can of delicious tiny peas, or sweet potatoes in cans, or tiny whole beets.

Or maybe, and here's the golden opportunity for the alert merchandiser, the family is going on a picnic. Then it is in the market for bread, butter, lettuce, mayonnaise, ham and veal loaf, the canned sandwich spreads of many flavors, whole ham and whole chicken in cans, Boston brown bread, canned ox tongue or tiny Vienna sausages.

If it is a cooking picnic, there are the staple vegetables, whole grain corn, peas, beets, tomatoes, canned kidney and Boston beans, spaghetti with cheese or tomato sauce, vacuum packed coffee, condensed and evaporated milk, crackers spoken of before in cans, canned cheeses and fresh meats and sausages.

Since it is never too early to start things, you might begin now to find out what some of your customers are doing on the next holiday. It will aid your merchandising for that day, and get you into the habit of asking questions, of being interested in the wants and desires of the human beings who are the means by which you stay in business.

### RETAIL CUTTING TEST ON A BEEF CARCASS.

1 Beef.....583 lbs. @ 12c lb.....Cost \$69.96  
To make 38 per cent of the selling price of a 12c lb. wholesale cost, the average selling price of the whole beef becomes .1936, or 19½c lb.

1 Beef.....583 lbs. @ 19½c per lb.....Sales value \$113.68

	Actual Weights Lbs.	Selling Price Per Lb.	Sales Value
Round Steak	52½	@ 32c	\$ 16.72
Sirloin Butt	21½	@ 30c	6.37
Heel of Round	14½	@ 22c	3.24
Rump Roast	22½	@ 23c	5.11
Sirloin and Tenderloin Steaks	58½	@ 35c	18.72
Porterhouse Steak	36½	@ 40c	14.50
Prime Rib Roast (7 and 8 Rib Blade End)	22½	@ 20c	4.50
Prime Rib Roast (6 Rib Prime End)	59½	@ 20c	11.88
Hamburg or Stew	18	@ 16c	2.88
Kidney	2½	@ 15c	.37
Chuck Roast or Steak	44½	@ 16c	7.12
Neck End of Chuck	30½	@ 12c	3.63
Rib Boil Beef (from Chuck)	8½	@ 15c	1.24
Shin Meat (Tongue Piece)	9½	@ 16c	1.52
Shin Bone (Center Cut)	19½	@ 8c	1.58
Knuckle and Rump Bone	17½	@ 2c	.35
Cross Rib Roast	24½	@ 25c	6.19
Plate Boil Beef	22½	@ 8c	1.80
Plate Rib Boil	19½	@ 8c	1.54
Briquet (Bone in 5 Rib Point)	33	@ 13c	4.29
Suet	27½	@ 00c	.00
Hanger, Flank and Skirt Steaks	5½	@ 20c	1.15
Waste and Trimming	36	@ 00c	.00
Loss in Cutting	2	@ 00c	.00
	583		\$114.20

Sales Value.....\$114.20  
Wholesale Cost.....\$69.96

Gross Gain.....\$ 44.24

Sales value \$114.20 divided into \$44.24 gross gain equals a fraction over 38 per cent.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Aug. 25, 1932:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>YEARLINGS (1) (300-550 LBS.):</b>				
Choice	\$14.00@15.00	.....	\$15.00@16.00	.....
Good	12.50@14.00	.....	13.50@15.00	.....
Medium	10.00@12.50	.....	.....	.....
<b>STEERS (550-700 LBS.):</b>				
Choice	14.00@15.00	.....	15.00@16.00	\$15.00@16.00
Good	12.50@14.00	.....	13.50@15.00	13.50@15.00
<b>STEERS (700 LBS. UP):</b>				
Choice	14.00@15.50	\$14.50@15.50	15.00@16.00	15.00@16.00
Good	12.50@14.00	12.50@14.50	13.50@15.00	13.50@15.00
<b>STEERS (500 LBS. UP):</b>				
Medium	10.00@12.50	10.00@12.50	10.00@13.50	10.00@12.50
Common	8.00@10.00	8.50@10.00	8.50@10.00	8.00@10.00
<b>COWS:</b>				
Good	8.00@ 9.00	8.50@ 9.00	10.50@11.50	.....
Medium	7.00@ 8.00	7.50@ 8.50	9.00@10.50	7.50@ 8.50
Common	6.00@ 7.00	6.50@ 7.50	7.00@ 9.00	6.50@ 7.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	10.00@11.00	13.00@14.00	14.00@15.00	12.00@13.00
Good	9.00@10.00	11.00@13.00	12.00@14.00	11.00@12.00
Medium	8.00@ 9.00	9.00@11.00	10.00@12.00	10.00@11.00
Common	7.00@ 8.00	8.00@ 9.00	9.00@10.00	9.00@10.00
<b>CALF (2) (3):</b>				
Good	7.00@ 8.00	9.00@10.00	10.00@11.00	10.00@11.00
Medium	6.00@ 7.00	8.00@ 9.00	9.00@10.00	9.00@10.00
Common	5.00@ 6.00	7.00@ 8.00	8.00@ 9.00	8.00@ 9.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 LBS. DOWN):</b>				
Choice	13.50@15.00	15.00@16.00	14.00@15.00	15.50@16.00
Good	12.00@13.50	14.00@15.00	13.00@14.00	14.50@15.50
Medium	9.00@12.00	12.00@14.00	11.00@12.50	12.00@14.00
Common	7.00@ 9.00	10.00@12.00	9.00@11.00	10.00@12.00
<b>LAMB (39-45 LBS.):</b>				
Choice	13.50@15.00	15.00@16.00	14.00@15.00	15.50@16.00
Good	12.00@13.50	14.00@15.00	13.00@14.00	14.50@15.50
Medium	9.00@12.00	12.00@14.00	11.00@12.50	12.00@14.00
Common	7.00@ 9.00	10.00@12.00	9.00@11.00	10.00@12.00
<b>LAMB (46-55 LBS.):</b>				
Choice	12.00@13.50	14.00@15.00	13.50@14.00	14.00@15.00
Good	11.50@12.50	13.00@14.00	12.50@13.00	13.00@14.00
<b>MUTTON (EWE), 70 LBS. DOWN:</b>				
Good	8.00@ 7.00	8.00@ 9.00	6.00@ 8.00	7.00@ 8.00
Medium	5.00@ 6.00	6.00@ 8.00	5.00@ 6.00	6.00@ 7.00
Common	3.00@ 5.00	5.00@ 6.00	4.00@ 5.00	5.00@ 6.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	12.50@14.00	12.50@13.50	13.50@15.00	13.50@15.00
10-12 lbs. av.	12.00@13.50	12.50@13.50	13.00@14.50	13.00@14.00
12-15 lbs. av.	10.00@11.00	10.50@11.50	10.50@12.00	10.00@12.00
16-22 lbs. av.	8.00@ 8.50	8.00@ 9.50	8.50@10.50	8.50@10.00
<b>SHOULDERS, N. Y. STYLE, SKINNED:</b>				
8-12 lbs. av.	8.00@ 8.50	.....	8.00@10.00	8.00@ 9.00
<b>PICNICS:</b>				
6-8 lbs. av.	.....	9.50@10.00	.....	.....
<b>BUTTS, BOSTON STYLE:</b>				
4-8 lbs. av.	9.50@11.00	.....	10.00@12.00	10.00@11.00
<b>SPARE RIBS:</b>				
Half sheets	5.00@ 7.00	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular	4.00@ 4.50	.....	.....	.....
Lean	7.00@ 9.00	.....	.....	.....

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

## NEWS OF THE RETAILERS.

The Economy Market, located in the south portion of the Phoenix building, Hartford, Wis., was recently opened by John Herrman.

Bill Schroeder has leased the City Meat Market at Black River Falls, Wis., and will operate a retail meat business.

W. H. Shephard, operator of the south side grocery and meat market for eleven years at Battle Creek, Mich., has taken into partnership his daughter, Veda Shephard and Miss Laura Wolf. The new firm will be known as Shepards & Wolf.

William Nissen has reopened his meat market at Fort Dodge, Ia. He has been conducting a meat business at Rowan, which he recently sold.

Emil Pautz has opened a new grocery and meat market at Dodge and Dorell sts, Kewaunee, Wis.

Max Sommer and Son, West Allis, Wis., have opened a grocery and meat market at 7207 West National ave.

Bridge and Baldwin of Cresco, Ia., plan to open a new meat market.

R. Johnson, 836 South Smith ave., St. Paul, Minn., has applied for a license to conduct a grocery and meat business.

J. E. Marr of Stillwater, Minn., has opened a grocery and meat business.

E. T. Johnson, 1666 Grand ave., has applied for a license to conduct a meat market.

M. A. Hafner, 856 Edmund st., St. Paul, Minn., has applied for a license to conduct a meat business.

James P. Leap has opened a meat and grocery business at 800 Belmont st., Portland, Ore.

Frank Zorski, 602 Washington ave., South East, Minneapolis, Minn., has applied for a license to conduct a meat market.

J. W. Hirmer & Son, Bernard, have opened a grocery and meat business at Farmington, Minn.

The Keifenheim meat market, Red Lake Falls, Minn., was recently damaged by fire.

William Dieter has closed his meat business at Blue Earth, Minn.

East Moline Cash and Carry store of

## A Money-Maker for Meat Retailers

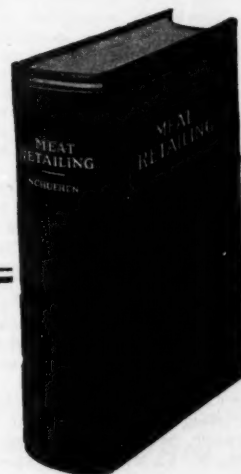
### "Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

**\$7**

plus  
postage

For Sale by  
**THE NATIONAL  
PROVISIONER**  
407 S. Dearborn St.  
Chicago, Ill.



Max Smith, 838 Fifteenth ave., East Moline, Ill., was recently damaged by fire to the extent of \$1,600.

H. Schaffer and Sons, 223 West 7th st., has applied for a license to conduct a meat and grocery business at St. Paul, Minn.

Frank Ruff, Waverly, Minn., has sold his meat market to Ed. Murray.

### CHAIN STORES CLOSED.

The chain stores of H. G. Hill Company, Knoxville, Tenn., have been closed. The company operated about fifteen stores at one time. According to reports it has been increasingly difficult to operate cash and carry stores, due to business conditions of the past two years.

# New York Section

## AMONG RETAIL MEAT DEALERS.

An interesting demonstration of a safety device for chopping machines was shown at the meeting of the Bronx Branch, August 17. It was decided to hold the annual dinner-dance at Ebling's Casino on January 22, 1933. An invitation was received from the German-American Democratic Club for members of the branch to attend their meeting August 31 at Ebling's Casino, when there will be an entertainment and refreshments. Silence was observed in memory of Mrs. Frank P. Burck, official hostess of the Ladies' Auxiliary, who was greatly respected and admired by the members. An interesting debate in reference to the proposed new laundry resulted in 34 ayes. Max Haas, secretary Washington Heights Branch, was a visitor and extended an invitation to the Bronx Branch to attend their next meeting on September 14. The meeting was concluded with refreshments.

A large mass meeting is planned by Ye Olde New York Branch for September 20 at Papae's Hall, 100 West 72nd st. An excellent program has been arranged with some good speakers. Members are looking forward to the outing to be held at Breinlinger's on the Boston Post Road on October 2. George Anselm is chairman and a real old-fashioned picnic is planned. As the grounds are easily accessible by subway or bus a large crowd is anticipated. There will be games, including prize bowling. There is a change in the personnel of the branch, inasmuch as Edwin W. Williams will be in full charge of the Bulletin, and Joseph Eschelbacher will be in charge of the branch membership.

At the meeting of Jamaica Branch Tuesday a number of the members decided to attend the bus ride of the Eastern District Branch on August 28 to Haarmann's Babylon, when they will challenge that Branch for a baseball game at their dinner and outing at Glen Head, September 11. Real active work will be started by the Branch at their meeting on September 13.

Fred Hirsch, business manager of the Bronx Branch, and Mrs. Hirsch motored to Walden, N. Y., where they spent the week-end.

Mr. and Mrs. W. H. Wild, the latter second vice president of the Ladies' Auxiliary, spent the last week end at the country home of Mr. and Mrs. Charles Hembdt, Croton Lake, N. Y.

It is learned with regret that Ann Kittel, daughter of Mr. and Mrs. Steve Kittel, the former a member of South Brooklyn Branch and the latter a member of the Ladies' Auxiliary, is ill with pneumonia at their summer home, Sheepshead Bay.

It seems the boys of the Eastern District Branch are trying to out-do each other. Another member, Frank Kerzner, announced the birth of a son on August 16. This is the third child and the second son of Mr. and Mrs. Kerzner.

The Shin Boners attended the birthday party of Phil Koch, a member of Jamaica Branch, at Laurelton, L. I., recently.

## ACCIDENT PREVENTION AWARDS.

Thirty-four plants of member companies of the Institute of American Meat Packers operated during July without any lost-time accidents and either retained or received Institute Safety Pennant Awards. This is the largest number to receive pennants in any one month since the awards began.

Four of the plants now have had the pennants for seven months. They are: Abraham Brothers Packing Co., Memphis, Tenn.; Armour and Company, Milwaukee, Wis.; Interstate Packing Co., Winona, Minn.; Mutual Sausage Co., Chicago, Ill.

The remaining thirty plants to which pennants were awarded for July are: Abraham Brothers Packing Co., Memphis, Tenn.; Hollywood plant; Albany Packing Co., Albany, N. Y.; J. H. Allison & Co., Chattanooga, Tenn.; Armour and Company, Denver, Colo., and Indianapolis, Ind.; Brennan Packing Co., Chicago, Ill.; Burns & Co., Ltd., Edmonton, Prince Albert, and Regina, Canada; Du Quoin Packing Co., Du Quoin, Ill.; Field Packing Co., Bowling Green, and Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass., and New York City; C. Lehmann Packing Co., Brooklyn, N. Y.; Edward Hahn, Johnstown, Pa.; Hammond Standish & Co., Detroit, Mich.; Hull & Dillon Packing Co., Pittsburg, Kan.; Hygrade Food Products Corporation, Wheeling, W. Va.; Oscar Mayer & Co., Chicago, Ill.; E. W. Penley, Auburn, Me.; Phillips Genuine Sausage Co., Washington, D. C.; E. K. Pond Co., Chicago, Ill.; Wm. Schludenberg-T. J. Kurde Co., Baltimore, Md.; Seltzer Packing Co., Pottsville, Pa.; Stahl-Meyer, Inc.; F. A. Ferris & Co., New York City and Louis Meyer, Inc., Brooklyn, N. Y.; Steiner Packing Co., Youngstown, O.; Swift Canadian Co., Ltd., Toronto, Canada; Union Meat Co., San Antonio, Tex.

The Institute's Department of Packinghouse Practice and Research, of which H. D. Tefft is director, makes the following comments on the results of the pennant awards for the first seven months of 1932: "Our records show that four plants have worked seven months without lost-time accidents; eight plants, six months; eleven plants, five months; seventeen plants, four months; thirty-five plants, three months; forty-seven plants, two months; and sixty-two plants, one month. The accident-frequency rate has dropped from a high of 26.6 in January to a low of 19 in July."

## EUROPE HOG SUPPLY SMALLER.

Hog production is decreasing in all important producing areas of Europe according to the U. S. Bureau of Agricultural Economics. June estimates for Germany, Denmark and Netherlands indicate that the total number of hogs in these countries was 10 per cent less than for June of last year.

## NEW YORK NEWS NOTES.

J. J. Moone, New York Butchers' Dressed Meat Company, is spending a vacation at Atlantic City.

J. I. Russell, district branch house manager, Wilson & Company, is on a two weeks' vacation at Montauk Manor, Montauk, N. Y., and in New England.

The "Hygrader," published by the Hygrade Food Products Corporation, will celebrate its second anniversary the first week in September. N. Meyer is the editor.

Sidney Kohn, treasurer Emil Kohn, Inc., has returned from a vacation the proud possessor of a 140-lb. blue-nose shark. This he caught in the ocean off Belmar, N. J.

Vice-president C. L. Hausserman, the Van Iderstine Co., has returned from a vacation which included a trip to Louisiana and Indiana. While in the latter state Mr. Hausserman visited his old home.

Mr. and Mrs. Thomas Hart have announced the birth of a daughter, Helen Lucina, July 30. Mr. Hart is with F. B. Cooper and Mrs. Hart was Gertrude Clancy, well-known in the trade for her selling ability.

Louis Meyer, vice president of Stahl-Meyer, Inc., was elected president of the Pine Island Park Association of Bayville, L. I., last week. Mr. Meyer has been residing in Bayville for the past few years.

Clyde F. House, assistant marketing specialist, U. S. Bureau of Agricultural Economics, will start a vacation next Monday in the Adirondacks, Berkshires and Pocomos, where he expects to land some large bass and pickerel from the cold depths of private lakes.

F. W. Pratt, son of W. F. Pratt, district office Wilson & Company, is touring Canada after spending two months with the Chautauqua opera company. During his stay in Ottawa young Mr. Pratt will study church chimes, in preparation for his work along this line at St. Thomas' Church in New York.

Meat, fish, poultry and game seized and destroyed by the health department of the city of New York during the week ended August 20, 1932, were as follows: Meat—Brooklyn, 557 lbs.; Manhattan, 1,546 lbs.; Queens, 1 lb.; total, 2,104 lbs. Fish—Brooklyn, 2 lbs. Poultry and Game—Brooklyn, 31 lbs.; Manhattan, 318 lbs.; total, 349 lbs.

Otto Stahl Employees Welfare Association held their annual picnic and outing last Sunday in Old Point Comfort park. About 350 attended, including president George A. Schmidt and vice-president Otto Weber of Stahl-Meyer, Inc. There were games for young and old, but probably the one producing the most mirth was the tug-o-war between the married and single men and was won by the former. Some fifteen prizes were awarded, the majority of which went to the visitors. J. Saul and Miss Carrie Ridder deserve credit for a very successful summer outing.

Watch "Wanted Page" for bargains.



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## GET CASH FOR SURPLUS EQUIPMENT

It's easy to dispose of idle equipment—advertise in the classified columns of **THE NATIONAL PROVISIONER**. The ad illustrated above brought several prompt replies—the equipment was disposed of promptly, profitably! A full inch (48 words total) costs only \$3 per insertion. *Send your ad in today!*

### Sausage Factory

Sausage factory located in best town in Southwest. Going concern doing excellent business. Good supply of cattle and hogs to draw on. Stock of meats and supplies can be reduced to practically nothing. Attractive price for quick sale. FS-1001, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

## WANT TO SELL YOUR PLANT?

An advertisement similar to that above sold a packing plant at a total cost of only \$6. A classified advertisement will bring results for you. *Send in your ad.* A full inch (48 words) costs only \$3 per insertion.

### Sausage Foreman

Wanted, A-1 sausage foreman. One who knows how to make all kinds of sausage and specialty loaves. State age, experience, salary and whether married or not. Steady position for the right man. W-743, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

15  
Replies

### Casing Salesman

Good territory available for experienced man having successful record with volume buyers. Application must specify qualifications and selling record. W-725, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

13  
Replies

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## CLASSIFIED ADVERTISING DEPARTMENT

## THE NATIONAL PROVISIONER

37 W. Van Buren St.

Chicago, Ill.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	7.20@8.20
Cows, common to medium	2.50@4.50
Bulls, common to medium	2.50@3.75

## LIVE CALVES.

Vealers, good to choice	7.00@8.00
Vealers, medium	5.00@7.00

## LIVE LAMBS.

Lambs, good to choice	6.00@7.00
Lambs, medium	4.50@6.00

## LIVE HOGS.

Hogs, 180-220 lbs.	4.90@5.00
Hogs, 230-260 lbs.	4.40@4.75

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	7.50@7.75
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## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	16	17
Choice, native, light	16	17
Native, common to fair	14	15

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	15	16
Native choice steers, 440@600 lbs.	16	17
Good to choice heifers	13	14
Good to choice cows	11	12
Common to fair cows	8	9
Fresh bologna bulls	8	7

## BEEF CUTS.

	Western.	City.
No. 1 ribs	20	22
No. 2 ribs	18	20
No. 3 ribs	16	18
No. 1 loins	24	26
No. 2 loins	22	24
No. 3 loins	18	20
No. 1 hinds and ribs	18	20
No. 2 hinds and ribs	16	18
No. 3 hinds and ribs	14	16
No. 1 rounds	16	17
No. 2 rounds	15	16
No. 3 rounds	14	15
No. 1 chuck	13	14
No. 2 chuck	11	12
No. 3 chuck	10	11
Bolognas	6 1/2 @ 7 1/2	7 1/2 @ 8
Rolls, reg., 6@8 lbs. avg.	22	23
Rolls, reg., 4@6 lbs. avg.	17	18
Tenderloins, 4@6 lbs. avg.	50	50
Tenderloins, 5@6 lbs. avg.	50	50
Shoulder clods	11	12

## DRESSED VEAL.

Good	13	14
Medium	12	13
Common	9	11

## DRESSED SHEEP AND LAMBS.

Lambs, choice	15	16
Lambs, medium	12 1/2	14
Sheep, good	7	8
Sheep, medium	5	7

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	13 1/2	14 1/2
Pork tenderloins, fresh	25	30
Pork tenderloins, frozen	20	22
Shoulders, Western, 10@12 lbs. avg.	9 1/2	10 1/2
Butts, boneless, Western	11	12
Butts, regular, Western	11	12
Hams, Western, fresh, 10@12 lbs. avg.	12	13
Picnic hams, Western, fresh, 6@8 lbs. avg.	8	9
Pork trimmings, extra lean	9	10
Pork trimmings, regular 50% lean	5	6
Spareribs, fresh	7	8

## SMOKED MEATS.

Hams, 8-10 lbs. avg.	15	16
Hams, 10@12 lbs. avg.	15	16
Hams, 12@14 lbs. avg.	14	15
Picnics, 4@6 lbs. avg.	10	11
Picnics, 6@8 lbs. avg.	10	11
Rolettes, 8@10 lbs. avg.	11 1/2	12 1/2
Beef tongue, light	22	25
Beef tongue, heavy	23	25
Bacon, boneless, Western	15	16
Bacon, boneless, city	13	14
City pickled bellies, 8@10 lbs. avg.	11	12

## FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	7c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	12c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .40 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ 1.50 per cwt.
Cond. suet	@ .75 per cwt.

## GREEN CALFSKINS.

	5-9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	4	.55	.60	.65
Prime No. 2 veals	3	.40	.45	.50
Buttermilk No. 1	2	.30	.35	.40
Buttermilk No. 2	1	.20	.25	.30
Branded grubby	1	.10	.15	.20
Number 3	1	.10	.15	.20

## BUTTER.

Creamery, extras (92 score)	@ 19 1/4
Creamery, firsts (91 score)	@ 19
Creamery, firsts (88 score)	@ 17 1/4

## EGGS.

## (Mixed Colors.)

Special packs, including unusual hennerly selections	22	@ 25
Standards—45 lbs. net	18 1/2	@ 21 1/4
Rebanded receipts—43 lbs. net	17	@ 17 1/4
Checks	12	@ 13

## LIVE POULTRY.

Fowls, colored, via express	10	@ 17
Broilers, Rocks, fancy via express	22	@ 22
Broilers, Leghorns, average	17	@ 17

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good			
Western,	60 to 65 lbs.	to dozen, lb...	@16
Western,	48 to 54 lbs.	to dozen, lb...	@15
Western,	43 to 47 lbs.	to dozen, lb...	@13
Western,	38 to 42 lbs.	to dozen, lb...	@12
Western,	30 to 35 lbs.	to dozen, lb...	@13
Fowls—fresh—dry pkd.—12 to box—prime to fry.			
Western,	60 to 65 lbs.	to dozen, lb...	@20
Western,	48 to 54 lbs.	to dozen, lb...	@17
Western,	43 to 47 lbs.	to dozen, lb...	@16
Western,	38 to 42 lbs.	to dozen, lb...	@15
Western,	30 to 35 lbs.	to dozen, lb...	@14

Ducks—	
Long Island, No. 1	13 1/2 @ 14
Squabs—	
White, ungraded, per lb.	15 @ 25
Turkeys, frozen—dry pkd.:	
Young toms	18 @ 23
Young hens	20 @ 25
Fowls, frozen—dry pkd.—12 to box—prime to fry:	
Western, 60 to 65 lbs. per lb.	20 @ 20
Western, 48 to 54 lbs. per lb.	17 @ 17
Western, 43 to 47 lbs. per lb.	16 @ 16

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended Aug. 19, 1932:

	Aug. 12	13	16	17	18
Chicago	19 1/4	19 1/4	19	19	18 1/4
New York	20 1/4	20 1/4	20	19 1/4	19 1/4
Boston	21	21	20 1/4	20	20
Phila.	21 1/4	21 1/4	21	20 1/4	20 1/4

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	20	20	19 1/4	19 1/4	18 1/4
Receipts of butter by cities (tubs):					
This week.	38,596	42,968	36,487	2,009,995	2,245,386
Last week.	54,491	57,411	50,763	2,694,623	2,529,745
Since Jan. 1—	21,785	19,234	16,940	816,226	754,997
Chicago	13,400	16,838	13,554	843,972	813,123

Total 126,272 136,471 118,053 6,454,816 6,843,251

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	Aug. 18.	Aug. 18.	Aug. 19.	last year.
Chicago	131,001	118,907	21,326,644	25,571,105
New York	194,363	75,880	17,028,039	13,203,050
Boston	34,528	14,511	6,649,748	7,333,884
Phila.	1,020	45,422	4,562,772	3,579,181
Total	361,002	253,120	40,507,200	40,487,260

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammoniated.

Ammonium sulphate, bulk, per ton	\$20.50@22.00
Basis ex vessel Atlanta ports	
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	@ nom.
Blood, dried, 15-16% per unit	@ 1.75
Fish scrap, dried, 11% ammonia	
10% B. P. L. f.o.b. fish factory	1.50 @ 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	2.25 @ 10c
Fish scrap, acidulated, 6% ammonia, 8% A. F. A. Del'd. Balt. & Norfolk	1.75 @ 5c
Soda Nitrate in bags, 100 lbs. spot	1.77 @ 1.80
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	1.50 @ 10c
Tankage, unground, 9@10% ammonia	1.80 @ 10c

## Phosphate.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 20.50
Bone meal, raw, India, 4 1/2 and 50 bags, per ton, c.i.f.	@ 22.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 7.50

## Potash.

Manure salt, 30% bulk, per ton	@ 10.15
Kainit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 47.50
Potash Salts are less 9% Discount.	

## Beef Cracklings.

50% unground	@ .35
60% unground	@ .57 1/2

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 60.00
Black or striped bones, per ton	45.00 @ 50.00
White hoofs, per ton	@ 50.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 100.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Aug. 20, 1932, with comparisons:

	Week ended Aug. 20.	Prev. week.	Cur. week, 1931.
West. drsd. meats:			
Steers, carcasses	7,626	9,160	8,981
Cows, carcasses	541	515	613
Bulls, carcasses	259	300	381
Veals, carcasses	7,821	7,718	8,976
Lambs, carcasses	30,797	35,723	26,017
Mutton, carcasses	1,213	1,863	3,106
Beef cuts, lbs.	407,799	222,927	434,481
Pork cuts, lbs.	1,854,858	1,061,133	1,577,478
Local slaughters:			
Cattle	8,045	7,690	9,471
Calves	14,074	11,286	15,540
Hogs	35,066	33,568	38,196
Sheep	75,010	68,006	87,546

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Aug. 20, 1932:

	Week ended Aug. 20.	Prev. week.	Cur. week, 1931.
West. drsd. meats:			
Steers, carcasses	1,935	1,926	2,360
Cows, carcasses	761	950	580
Bulls, carcasses	309	375	400
Veals, carcasses	878	1,048	1,067
Lambs, carcasses	11,779	12,143	11,500
Mutton, carcasses	591	413	1,000
Pork, lbs.	330,242	322,749	360,139
Local slaughters:			
Cattle	1,738	1,429	1,886
Calves	2,740	2,205	2,807
Hogs	14,268	14,650	12,118
Sheep	9,545	9,021	8,097

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Aug. 20, 1932, with comparisons:

	Week ended Aug. 20.	Prev. week.	Cur. week, 1931.
West. drsd. meats:			
Steers, carcasses	2,271	2,323	2,740
Cows, carcasses	1,788	1,589	1,866
Bulls, carcasses	25	16	130
Veals, carcasses	406	406	1,000
Lambs, carcasses	18,808	18,223	18,000
Mutton, carcasses	958	1,146	1,201
Pork, lbs.	323,663	207,010	263,221

1